

AMERICAN NURSERYMAN

The Nurseryman's Forte: To Make America More Beautiful and Fruitful

SEPTEMBER 1, 1961

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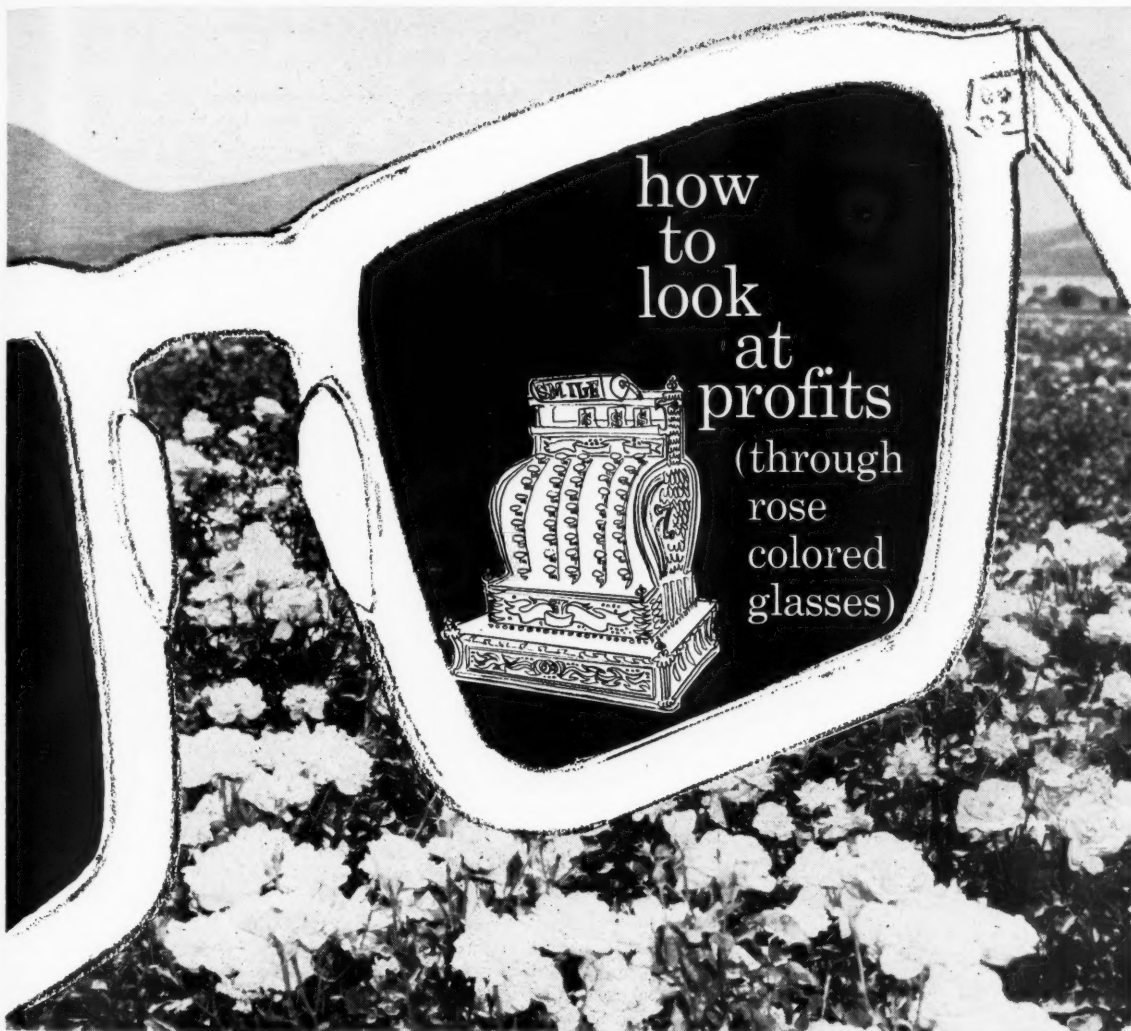
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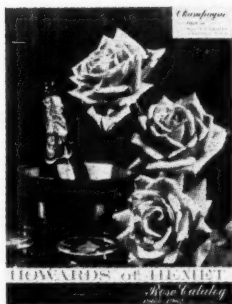
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Forms for the October 15 issue will close Friday, September 22. Mail copy to arrive at Chicago by these dates—no later.



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Editorial

PRICE CONSCIOUS

Midyear reviews of business observers and economists dwell on the fact that, in spite of the high level of employment and the high record of national personal income, the business recovery lacks energy and vigor. Of course, there are reasons to be found for this in the uneasy international situation, the apparent uncertainty of the administration and legislators at the nation's capital, the faltering stock market and the time of year, for summer heat is not conducive to business activity.

But also, the reports indicate, there is a price consciousness on the part of the public and on the part of businessmen also. While there has been some upturn of production in basic industries, bookings of orders apparently are not sufficient to firm prices to the point that advances can be made necessary to insure profits. At the retail level, the tendency is shown in advertisements of bargain sales and special offers. Sensing no reason to buy today to avoid a price advance tomorrow, the public is putting a larger part of its record earnings into savings banks.

Some business firms and industries are using the situation to advantage by calling the public's attention to buying opportunities now, emphasizing this is a good time to buy a home, for instance, or to equip it with appliances or to purchase any other early necessity or anticipated needs.

The latter course would seem to be more conducive to business profits and to the prosperity the country desires. By stressing the quality of one's merchandise, pointing out its enduring value and, in the case of nursery stock, its likelihood of enhancement in investment worth, more progress may be made in this field, as well as in others, toward restoring stability in business, in the profit level and in the nation at large.

The Mirror of the Trade

LEARNING ON THE JOB

One of the sad aspects of the unemployment situation, of which so much has been heard in the past few months, is the large number of factory workers who are without jobs because of the perfection of machinery to perform their work. In a steel mill today a man operates by push buttons a huge machine to do the work of a score or even dozens of men in earlier years. Along railroad tracks one sees derricks on flatcars swinging into place the long rails which once were moved by a gang of laborers.

But just as that derrick is useless except for its job of lifting and carrying, so many factory workers find themselves trained for no job other than the one they have lost. Hence the government proposal that these workers be trained for tasks in other fields at the taxpayers' expense.

At the same time the help wanted columns of the daily newspapers are filled by those seeking to hire office employees, executives and men and women with special skills. Shortages are acute here though unemployment is a problem elsewhere.

Paralleling this paradox is the government's plea for more young people to study for careers in science, medicine and other special fields. Colleges are crowded today, not only because of the growth of population, but also because young people recognize the need for higher education.

Yet reading the help wanted ads makes it clear that college training will not fill the need entirely, any more than the trade schools were the answer to the factories' and unions' requirements. Not only is experience necessary, but also the ability to find the answers and to make decisions, which comes only from learning on the job, whether it be plumbing, airplane designing or practicing law.

In small enterprises, such as those in the nursery field, this process of postcollege education, or the school of hard knocks, has long been recognized as necessary and practiced as a matter of course. The success of on-the-job training depends on the teacher as well as the pupil. For the advancement of his own business enterprise and the future of the industry, each nurseryman needs to interest himself in his employees, their different backgrounds, their capacities, their undeveloped abilities and their individual aspirations. In so doing he will be able not only to apportion the work intelligently, but

to train each individual in the direction most likely to produce results.

Each employee, on his part, should recognize that his education was not finished in school, that books or correspondence courses cannot be the complete supplement, that his interest and effort is necessary if he is to obtain the training on the job which will fit him for the positions higher up, though he may climb only one rung at a time.

In some states, high schools, junior colleges and universities are developing an appreciation of this type of education in teachers, in pupils and in businessmen of the area. Some employers follow the practice instinctively, but many others neglect it because their businesses are small and employees few.

But the opportunity is there, though limited. Besides offering more for the individuals who compose the rank and file, it holds the possibility for expansion of the nursery industry as time goes on, instead of unemployment for the untrained persons whenever recessions occur.

RETAILER THE KEY

The established retailer in the nursery field is the key to the problem of cut-price merchandising in other channels, just as it has been found in a recent study that the traditional old-line retail outlet is the key to the problem of discount stores.

"It will be up to the retailer to emphasize and promote brand merchandise, else the manufacturer will go wherever volume markets appear," the survey results suggest.

Similarly, by vigorously promoting and selling quality nursery stock, retailers in this industry, whether nurserymen or garden shop operators, can move the supply of plants which the public will find successful and satisfying.

Merchandising problems have a way of bobbing up under different guises in different fields, but the strength of an industry lies in the vigor and co-operation of retailers and producers. It has been demonstrated that ties are strongest and most satisfactory to all where the retailers are active and aggressive. Thus they win the support and assistance of the producers, who recognize that within the industry itself are the prime channels for serving the public.

Southern Meeting Features Awards And Varied Talks

Garden Center Management, Plants,
Landscape Design are among Topics

By Fred H. Kilner

Registration passed the 300-mark at the 62nd annual convention of the Southern Nurserymen's Association held August 6 to 8 at the Hotel Peabody, Memphis, Tenn. Helping to attract the conventiongoers was the award of a Ford Econoline pickup truck, won by Carl Black, 3-B Ranch Nursery, Altamont, Tenn.; a trip for two to Arizona, won by Hoskins Shadow, Tennessee Valley Nursery, Winchester, Tenn., plus the presentation of door prizes that included a Polaroid camera and a hammock.

Highlighting the banquet besides the foregoing presentations was the awarding of the Slater Wight memorial award to Arthur Lancaster, Jr., Coleman Nursery, Portsmouth, Va. An award established five years ago by John Wight, Wight Nurseries, Cairo, Ga., in memory of his brother, the large silver bowl is given each year to an individual in recognition

of his past service to the nursery industry.

Besides the gracious hospitality and social events that are always a feature of the S. N. A. conventions, the educational talks were diversified to appeal to all branches of the trade. Successful merchandising by a wholesaler, new woody ornamental plants for the south and southeast, landscape construction and design, garden center management and irradiation of plants were the subjects covered. In addition, a comprehensive report on research being conducted in the 10 southern states that comprise the association area was heard.

Election

Elected to head the S. N. A. for the coming year was Robert W. Boyd, Globe Nurseries, McMinnville, Tenn. Chosen vice-president was James Patterson, Patterson Nursery, Albany, Ga. The new treasurer is Hoskins Shadow. Re-elected honorary president of the S. N. A. was Henry B. Chase, Chase Nursery Co., Inc., Chase, Ala.

Directors of the association include the following: Chapter 1, David E. Laird, Laird's Nurseries, Richmond, Va.; chapter 2, James Patterson; chapter 3, Robert Hillenmeyer, Hellenmeyer Nurseries, Lexington, Ky., and chapter 4, Ray Bass, Bass Pecan Co., Lumberton, Miss. Opening activity of the convention was an exhibitors' hospitality hour Sunday evening, August 6. Following, a buffet dinner was served, after which a showing of the film on the past presidents of the American Association Nurserymen was presented.

The convention was officially

called to order by President George Coulter, Carolina Nurseries, Inc., Charlotte, N. C., Monday, morning, August 7. In his address to the membership he called attention to the research workers' conference held the day before and pointed out that many of the industry's problems can be solved by bringing nurserymen and research workers together. He strongly stressed that the S. N. A. has to continue to give service to its members.

Presented as the opening speaker was Cliff Comstock, sales manager, Monrovia Nursery Co., Azusa, Calif., whose subject was "M. N.'s Lifeline to Successful Merchandising." This, he stated, could be summed up in one word, enthusiasm. Monrovia Nursery Co. was founded 35 years ago and was built by obtaining personnel who are enthusiastic and have a love of plants, he said.

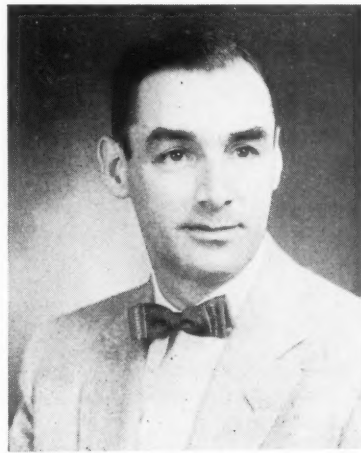
There is a belief at the company,



Receiving the Slater Wight award at the Southern Nurserymen's Association convention came as a complete surprise to Arthur Lancaster, Jr. Presenting the award was Hubert Nicholson (at left) whose father received the award at last year's convention.



James Patterson, new vice-president of the Southern Nurserymen's Association.



Robert Boyd, elected president of the Southern Nurserymen's Association.



Talks directed to various members of the nursery industry were heard at the annual convention of the Southern Nurserymen's Association held at Memphis, Tenn. Featured speakers included (left to right) Cliff Comstock, sales manager, Monrovia Nursery Co., Azusa, Calif.; Robert Marvin, Wildwood Landscape Designers & Contractors, Walterboro, S. C.; Dr. Francis de Vos, assistant director, U. S. National Arboretum, Washington, D. C., and Ray Gustin, Jr., Gustin's Gardens, Inc., Rockville, Md.



said Mr. Comstock, that nothing happens until someone sells something. At a sales meeting held each Saturday morning, a person is fined \$5 if he brings in a negative remark. He stated that the meetings are held to dwell on positive aspects.

To promote their business, Mon-

rovia uses direct-mail and trade journal advertising. This year, for the first time, advertising directed to consumers in several southern California newspapers will be used.

The company is constantly on the lookout for new plants and improve-

[Continued on page 90]

Fiesta Held in California

By Richard B. Kilner

A record attendance seemed assured for the 1961 San Mateo county fair's floral fiesta after the 65,000 throng attracted over the first weekend. Attendance averaged 1,500 to 2,000 per day over 1960, and over 200,000 were expected by the ninth and final day, August 12.

There were also more entries than

ever before for the many awards in numerous amateur and professional categories. Amateur gardeners, nurserymen and landscape architects also transformed the Hall of Flowers into a beautiful outdoor setting, featuring fountains, waterfalls, trees and ferns, which provided a background for the displays.

The four top prizes in the professional division were awarded after judging on the opening Friday night. The \$100 awards were for horticultural and design effects in outdoor and indoor gardens. East Bay Nursery, Berkeley, took top honors in horticulture for an indoor garden. The indoor garden design award went to A. & J. Shooter, Inc., Burlingame. The Burlingame park employees gained the outdoor garden horticulture title with a setting around a weathered waterwheel. Ken's Bonsai Garden, Palo Alto, provided the winning entry in the outdoor design category.

In addition to many individual nursery winners, first prizes for an educational display went to the Peninsula chapter of the California Association of Nurserymen and the California Landscape Contractor's Association.



Left: With massed lilies in the foreground and orchids over the waterfall, this indoor garden designed by East Bay Nursery, Berkeley, Calif., won a special award for horticultural excellence at the San Mateo county fair and floral fiesta. Right: Outstanding among the outdoor exhibits at the floral fiesta was this Japanese garden, which won a special award for design for Ken's Bonsai Garden, Palo Alto, Calif.

Mail-Order Group Meets at Chicago

Votes To Form Research Firm To Develop New Plants for Mail-Order Sales Only

By Donald Curda

Members of the National Mail Order Nurserymen's Association took the first step toward obtaining mail-order exclusives—new varieties available only through catalog firms—in a resolution passed at their August 6 to 8 meeting at Chicago, Ill.

In sessions at the Hotel La Salle, they heard a blunt appraisal of the mail-order nurseryman's chances for survival and varying opinions on what catalogs should look like and how they should be used. They also were given the results of a catalog survey, tips on increasing profits and an opportunity to discuss mail-order problems in four round-table discussions.

Elect Officers

Unanimously elected at the final business session, N. M. O. N. A. officers for the coming year are John Logan, Stark Bros. Nurseries, Louisiana, Mo., president; Ralph Shugert, Neosho Nurseries, Neosho, Mo., vice-president, and Roger Krider, Krider Nurseries, Inc., Middlebury, Ind., secretary-treasurer.

Vice-presidents of the association's various regions are: Eastern—Bill Kelly, Dansville, N. Y., and Charles Rogers, Geneva, N. Y.; central—W. J. Jung, Randolph, Wis., and Howard Kyle, Tipp City, O.; southern—Ed Brown, Pembroke, Fla., and George Park, Greenwood, S. C., and western—Lee Haynie,



Officers of the National Mail Order Nurserymen's Association elected at the group's Chicago, Ill., convention: Left to right, John Logan, president; Roger Krider, secretary-treasurer; Ralph Shugert, vice-president, and Ted Korves, immediate past president.

Shenandoah, Ia., and John Armstrong, Ontario, Calif.

Seek Restricted Stock

More than one speaker at the convention suggested that a selection of desirable new plants available only through mail-order nurseries would be a powerful shot in the arm for catalog sales. The idea was brought a step closer to reality in the resolution adopted at the annual past presidents' breakfast the morning of August 8.

It was resolved that officers of the N. M. O. N. A. be instructed to organize and incorporate an organization to be known as the National Mail Order Nurserymen's Research and Development Corp. The purpose of this body will be to develop new plant varieties that will be restricted to mail-order sale for a reasonable time before they are made generally available.

Even the advantage gained by this exclusive marketing, however, was seen by Sidney B. Hutton, Jr., Conard-Pyle Co., West Grove, Pa., as a delaying action only. He summed up his bleak assessment of the mail-order trade's future by saying that the basic question is not whether the mail-order nurseryman will pass from the scene; the question is, when.

Mail-order merchandising, Mr. Hutton said, arose originally from a definite need. There was no other means of distribution that made merchandise so widely available at

such low cost. World War II revived the need through transportation shortages, and the mail-order habit kept sales up through the 1950's. He contends, however, that this need no longer exists and its passing has been marked by declining net profits in mail-order nursery business during the past two years.

Mail-order firms, according to Mr. Hutton, no longer perform a vital function. Most products are now readily obtainable in neighborhood stores, and with improved packaging techniques, nursery stock is taking

[Continued on page 54]



Dr. Max E. Brunk, Cornell University, Ithaca, N. Y., presenting the final report on his mail-order catalog survey at the N. M. O. N. A. convention.



Sidney B. Hutton, Jr., Conard-Pyle Co., West Grove, Pa., one of the featured speakers at the mail-order nurserymen's Chicago convention.

Massachusetts Nurserymen Hold Outing At Falmouth

By Richard Guild

Host to over 70 members of the Massachusetts Nurserymen's Association for their summer meeting held August 2 was H. V. Lawrence, Inc., Falmouth, Mass. Milford R. Lawrence, president and treasurer of the firm, arranged tours of the 20-acre East Falmouth Nursery and a special tour which included the Webster Rose Gardens, at Quisset; the new aquarium at Woods Hole, and two holly nurseries, Holly Acres and Wilfred Wheeler's.

Anniversary Year

This year marks the 75th anniversary of H. V. Lawrence, Inc. The firm was founded in 1886 by H. V. Lawrence, son of a Cape Cod whaling captain. In the early days, gardening on the cape was a fight against nature. Today, however, new plants and techniques developed for the seaside climate put local garden-



Hosts and participants at the summer meeting of the Massachusetts Nurserymen's Association held at H. V. Lawrence, Inc., Falmouth, Mass.: Left to right, Stanley Bolles, H. V. Lawrence, Inc.; Oscar Johnson, Barnstable county extension agent; E. V. Mezitt, M. N. A. vice-president; Clifford Corliss, Jr., M. N. A. president, and M. R. Lawrence, H. V. Lawrence, Inc.

ing and landscaping on a par with similar tasks in other New England areas.

Milford Lawrence said that the temperature ranges are less extreme on the cape and therefore many kinds of plants thrive which are not winter hardy inland in New England, including firethorn, abelia, English holly and blue hydrangeas.

Hurricane Damage

He pointed out that while winter injury is not usually a serious factor on the cape, nature takes its toll

in other ways. The unwelcomed visit of hurricane Donna in September of 1960 caused great damage to both young and mature nursery stock and landscaped properties. Unfortunately, there was no rain with the storm, and the high winds whipped the plants with salt spray, which was not washed off. With many of the plants in a weakened condition, the winter took an added toll of material which normally is not bothered by the cold.

Nursery manager Stanley Bolles did an excellent job of overcoming [Continued on page 112]

Evansville Nurserymen Host Indiana Summer Meeting

By Donald Schuder

The Nurserymen's Association of Greater Evansville was host for the annual summer meeting of the Indiana Association of Nurserymen August 1 and 2, when approximately 140 persons gathered at the Evansville Eagles' picnic grounds.

The first afternoon was spent visiting and renewing acquaintances at the park. The executive committee met in midafternoon to transact the official business of the association. New members welcomed into the association were Robert E. Ellis, Ellis Garden Center, Bloomington; Elizabeth Derf, Pine Lake Nursery, Churubusco; Dean D. Miller, Shady Park Nursery, Columbia City, and Harry R. Padfield, Tri-County Nursery, Russiaville.

The Evansville chamber of commerce provided the nurserymen with free parking permits for the downtown areas, free buses for touring

various civic points of interest and assistance with registration.

Banquet

At the banquet held in the Rose room of the Hotel McCurdy, George White, president of the Evansville association, served as toastmaster. Howard M. Gaar, Gaar Nurseries, Chesterfield, president of the Indiana association, introduced the commercial salesmen present, staff members from Purdue University and representatives from the state entomologist's office.

Clinton Sowards, Jr., Toll Gate Nursery, Bluffton, delegate to the A. A. N. convention at Washington, D. C., reported, noting that there were 47 Hoosiers in attendance. He paid tribute to the valuable work of Robert Bauge, Bristol, on the market development and publicity committee. Robert Hobbs, C. M. Hobbs

[Continued on page 68]



Howard Gaar, right, president of the Indiana Association of Nurserymen, shown at the Indiana summer meeting with George White, president of the host organization, the Nursery Association of Greater Evansville.

Visit Arboretum And Nurseries at Illinois Meeting

Nurserymen See Varied Equipment
And Plantings in the Chicago Area

By Charles Kincaid



Carl Klehm, left, treasurer, Illinois State Nurserymen's Association, and James Moorhead, right, program chairman for the I. S. N. A. summer meeting, help the chef prepare the steak dinner served the group at Charles Klehm & Son Nursery & Peony Farm.

The fifth annual short course of the Illinois State Nurserymen's Association, held August 1 to 3 at the Morton Arboretum, Lisle, Ill., featured landscape talks and tours of landscape projects in the Chicago area and visits to several nurseries and other firms serving the nursery trade. Over 150 nurserymen attended the event, of which James Moorhead, Moorhead's Hillside Nursery, Poplar Grove, was general chairman.

Monday morning, Anthony Tyznik, assistant to Clarence E. Godshalk, arboretum director, led a tour through Arbordale, a landscaped area where housing is provided for arboretum employees. This project attracted proposals from 2,400 architects, who submitted plans in competition for substantial prizes offered by the arboretum.

A committee consisting of arboretum trustees and representatives of the American Institute of Architects judged the entries and chose the seven homes that were eventually built. Four older homes were moved to the area, but separated from the modern buildings. Mr. Tyznik designed the landscaping, and after some suggestions by landscape professors at the University of Illinois, the planting was begun two years ago.

Besides providing housing for employees, other functions of Arbordale, said Mr. Tyznik, are to furnish display areas for landscape materials; to give suggestions to the public, landscape architects and nurserymen; to provide an area to display the proper use of component architectural features, such as patios and the use of curbing, and to show the functional use of fences and walls for privacy and design.

In discussing Arbordale, Mr. Tyz-

nik emphasized the functional design and the interdependence of all the lots, which resulted in a parklike effect. Street planting was carefully considered, so that the trees would mainly accent the homes. Outdoor lighting was incorporated in the over-all design.

Display Area

Most important to nurserymen is the fact that Arbordale is a showplace for the public to study all types of landscape plants and see the relationship of plant forms to architecture. By educating the homeowner through the practical application of landscape design, the arboretum staff hopes to interest him in rarer landscape plants rather than stereotyped combinations.

Nurserymen play an important part in landscape development, said

Mr. Tyznik, because they are aware of what plants can do when properly used. Since the nurseryman is usually the first person a homeowner contacts for help, Mr. Tyznik suggested that a landscape plan be displayed in the shop, including photographs of well-landscaped homes. He further suggested that nurserymen help the home gardener to understand what the mature plants will look like; promote the movement to plan before planting; display growth rates of plants; acquire and grow plants not easily available, and avoid the tendency to grow only what is popular.

Landscape Course Given

Director Godshalk told the nurserymen about the landscape courses being offered at the arboretum. The

[Continued on page 101]



William McReynolds, right, president of the Illinois State Nurserymen's Association, and John C. Fiore, vice-president, at the Charles Fiore Nurseries, where equipment was demonstrated during the I. S. N. A. summer meeting.



Victor de St. Aubin, Jr., Addison, one of the Illinois association's directors, tries out a new knapsack sprayer on one of the topiary yews at the Charles Fiore Nurseries during the equipment demonstrations.

Sorting the Woody Ornamentals

Few Mountain Ash Species Popular Despite Borers

By Donald Wyman

Horticulturist, Arnold Arboretum

There are 60 species and varieties of sorbus growing in the Arnold Arboretum, but not all of them are of outstanding ornamental interest. In fact, only about 15 different species and varieties are being grown by American nurserymen. However, the European gardener and the commercial grower as well apparently think more highly of them, for 64 different ones can be found by searching European nursery catalogs—in fact, one English nurseryman lists 45!

These trees are native throughout the northern temperate regions of the world. Perhaps the most commonly planted in America is the European *Sorbus aucuparia*, which has been popular here since colonial times and grows vigorously. There are several native American species that are just as good and might be used a great deal more than they are at present. Some of the white-fruited Asiatic types present variation in the fall, and the most recent introduction, a plant going under the name at present of *S. cashmiriana*, shows promise of being one of the most ornamental of all.

The greatest drawback to sorbus in general is its susceptibility to borer attacks at the base of the trunk,

especially by the flat-headed apple-tree borer, which can be a serious pest and actually girdle small trees if it is not eradicated in time.

Dr. Gordon R. Nielsen, department of entomology and limnology, Cornell University, Ithaca, N. Y., has noted that the locust borer can be controlled for as long as four years if the bark is sprayed once in the fall with either dieldrin or lindane. Whether or not these materials also control borers in mountain ash remains to be seen, but this might be a lead worthy of further investigation.

Concerning the ornamental qualifications of sorbus species and varieties they have profuse clusters of small white flowers in the late spring, followed by clusters of brightly-colored red or orange or yellow berries in the fall. Most have yellow to reddish autumn color in addition. They are symmetrical trees, weak wooded but fast growing, and their compound leaves (some have simple leaves) add to their general effectiveness.

The Korean mountain ash, *S. alnifolia*, and the new Cashmere mountain ash, *cashmiriana*, have about the largest individual flowers of any, between three-fourths inch and an

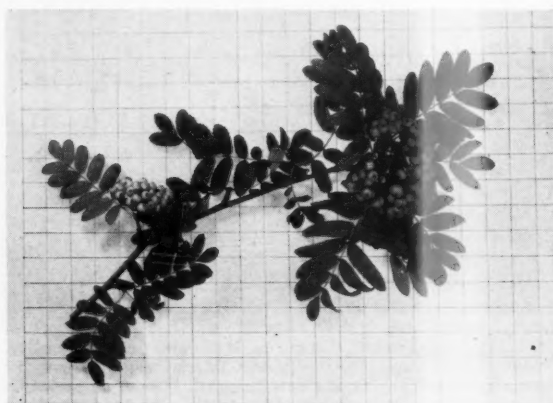


Sorbus Aucuparia Fastigiata

inch in diameter. The latter has flower buds tinged a pale pink, and the flowers open tinged blush pink, making them outstanding when observed closely.

Sorbus hybrida, *S. folgeri* and *S. aria* have leaves that are white tomentose underneath, so much so as to be of considerable ornamental value. Some of the varieties are of fastigate habit and, while the tree is young and under about 20 feet in height, make excellent specimens. Older plants, however, crack and break up, so that these fastigate

The illustrations accompanying this article were made from photographs supplied by the Arnold Arboretum, Jamaica Plain, Mass.



Sorbus Aucuparia



Sorbus Decora

forms should be considered for only short service.

Colorful Fruits and Foliage

Fruits of the different species vary in size and color between red, orange and yellow. Some have fruits that are slightly brownish, and these are not recommended for ornamental use. However, the foliage of many species turns a rich yellow to orange to sometimes reddish, and this makes them stand out as excellent specimens in the fall.

Finally, the Korean mountain ash should be singled out again because of its gray bark, similar to that of the European beech. Such a bark is of considerable interest all winter long.

In Europe, the mountain ashes are used considerably more than they are in America. Several species are widely native, and others have been used to make jellies and preserves for centuries. All in all, I do not think that the mountain ash is one of the best ornamental trees. Certainly its diseases and insect pests are sufficiently numerous to prevent it from being used widely as a street tree. However, when grown as an ornamental in full sun, where it does best, it adds a colorful spot of interest to almost any planting, especially in the fall.

Recommended Varieties

Following the name of each recommended species or variety appear its natural height at maturity expressed in feet, its hardiness zone, its place of origin and, in some cases, its common name. The hardiness zones are those given in the author's book, "Trees for American Gardens."

S. alnifolia: 60, Z 5, Korea, Korean mountain ash. This might easily be considered the best of the sorbus; certainly it has performed that way in the Arnold Arboretum. The flowers are profuse, individual flowers being as much as one inch in diameter, making these the largest



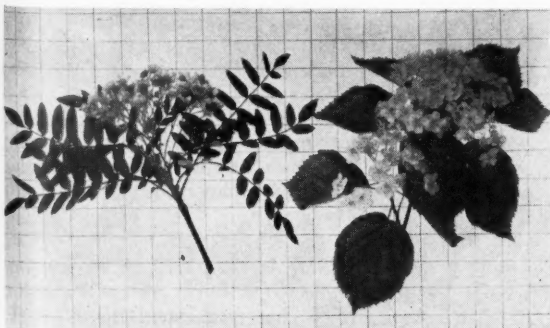
Sorbus Folgeri

single flowers in the sorbus group. The excellent scarlet to orange fruits are one-third to one-half inch long. The leaves are simple, not compound, and the autumn color is orange to scarlet. The smooth, dark gray bark gives much the same effect as bark of the European beech, and the whole tree is vigorous and pyramidal to oval in general outline. Apparently not so sus-

ceptible to borers as are most of the other species.

S. americana: 30, Z 2, NE No. Am., American mountain ash — Small, sometimes shrubby, with bright red fruit. The taller, more vigorous European mountain ash is used more in America and can usually be distinguished from its American counterparts because its winter buds are

[Continued on page 106]



Sorbus Cashmiriana and *Alnifolia*



Sorbus Americana



Shown sampling the filet mignon served during the summer meeting of the New Jersey Association of Nurserymen are (left to right) W. P. Howe III, Howe Nurseries, Pennington, N. J., host; C. W. M. Hess, Jr., president of the N. J. A. N.; Philip Alampi, state secretary of agriculture, and William Flemer III, N. J. A. N. past president.

New Jersey Field Day Draws Crowd of 300

By Roy H. DeBoer

The morning of August 2 looked bright and promising as the members of the New Jersey Association of Nurserymen poured into Pennington, N. J., for the annual summer meeting at rain-soaked Howe Nurseries. Between six and seven inches of rain had fallen during two storms just prior to the meeting. A crowd of close to 300 persons, including numerous exhibitors of plants, supplies and machinery, was on hand as the day reached its peak.

A demonstration of digging, balling and loading a 6 to 7-inch Norway maple fascinated observers during the morning. Two men began at 8:30 a.m. to dig and ball the tree, and with the help of a third man had the tree platformed and loaded on a truck by noon.

Planted Town Trees

Everyone was extremely interested in the bus tour of the 300-acre nursery. Howe Nurseries was established in 1910 by William P. Howe and is now in the third generation of family ownership and management. William P. Howe, Jr., is vice-president and general manager, and W. Patton Howe III, grandson of the founder, is vice-president and assistant to the general manager.

William P. Howe's life work has been said to be best represented by

trees. Pennington's visitors have long marvelled at the thousands of beautiful shade trees lining the streets, a product of a beautification project which Mr. Howe started 45 years ago.

When Mr. Howe first went to Pennington, he purchased two large farms for real-estate development. He contracted with several nurseries for large quantities of shade trees for the street plantings, and the left-over trees were planted in nursery rows on his farmland. Before long, he had a nursery business as a side line, and this small beginning grew to the present status. A beautiful woodland section is sometimes used for shade planting, and a half-mile-long lake is used for flood control and irrigation functions, provides scenic beauty and serves as a sanctuary for waterfowl.

Today, Howe Nurseries maintains a retail plant market in addition to its office and nursery lands at Pennington. A second retail plant market is located at Trenton. The firm has two landscape departments, one for private homes and one for public works and industrial and institutional landscaping. The nurseries have received several "Plant America" awards.

The business is known today for its production of specimen stock, as

well as many smaller plants of evergreens, shade and ornamental trees, ground covers and other stock. Fifteen-foot hemlocks, 30-foot *Cedrus atlantica glauca*, 6-foot *Ilex crenata convexa* and 6 to 9-inch caliper shade trees drew much attention.

Many of the guests spent some time at the well laid out plant market, viewing a collection of William P. Howe's trophies, artifacts and photos obtained during his many African safaris in recent years. The highlight of the day was a catered filet mignon dinner.

President C. W. M. Hess, Jr., welcomed the guests and introduced Philip Alampi, New Jersey secretary of agriculture, and several other dignitaries. Thanks was given to W. Patton Howe III, who made all of the arrangements for the fine day. A telegraphed greeting from William P. Howe, Jr., presently on safari in Africa, was read.

Dr. William E. Snyder, head of ornamental horticulture at Rutgers the State University, introduced two new staff members to the group. Dr. James Feucht, from Colorado, will be doing research and teach courses in woody plant materials, and Robert Harvey, a landscape architect from Iowa State College, will teach courses in the landscape design program.

Scattered showers dampened the latter part of the day, but did not hinder the success of the outing. The visitors spent considerable time watching demonstrations and visiting with exhibitors before leaving for home.

NEW C. A. N. AD PROGRAM

The market development committee of the California Association of Nurserymen is planning a series of advertisements in *Sunset* magazine to promote the nurseryman as the expert in the field of gardening, from whom the customer can expect to get the greatest possible value for every dollar spent on nursery stock and garden supplies.

According to present plans, the ads will be one column each, one to appear this fall and two next spring. It is hoped that this campaign can be expanded to a 12-month program in *Sunset*, supplemented by similar ads in newspapers during peak selling seasons.

T. TALLAT-KELPSA, now operating at 609 11th avenue, Paterson, N. J., has established the E. & T. Nursery in Hamilton township, Trenton 90, N. J.

READY NOW Your 1961-1962 Profit Directory!

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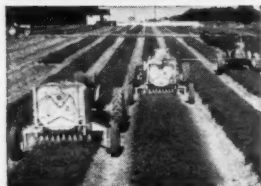
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Musser trees with their strong, extensively branched, compact root system will grow and thrive where inferior stock may fail to survive.

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Very best Christmas tree strain. Grown from seed collected by our own men from selected parent trees. Exceptionally healthy, sturdy, straight-stemmed. We have all other best strains Scotch Pine.			
2-yr., S., 2 to 4 ins.....	\$ 3.00	\$ 15.00	
2-yr., S., 4 to 8 ins.....	5.00	25.00	
2-yr., S., 8 to 10 ins.....	6.00	30.00	
4-yr., T., 8 to 14 ins.....	20.00	100.00	
• WHITE PINE			
3-yr., S., 5 to 10 ins.....	6.00	30.00	
4-yr., T., 8 to 16 ins.....	15.00	75.00	
• MUGHO PINE			
2-yr., S., 2 to 3 ins.....	5.00	25.00	
4-yr., T., 3 to 5 ins.....	15.00	75.00	
• AUSTRIAN PINE			
3-yr., S., 3 to 6 ins.....	4.00	20.00	
3-yr., S., 6 to 12 ins.....	7.00	35.00	
• BLACK HILLS SPRUCE			
3-yr., S., 4 to 8 ins.....	7.00	35.00	
4-yr., S., 8 to 12 ins.....	9.00	45.00	
• NORWAY SPRUCE—Fast-growing			
2-yr., S., 5 to 10 ins.....	7.00	35.00	
3-yr., S., 10 to 18 ins.....	9.00	45.00	
3-yr., T., 6 to 10 ins.....	15.00	75.00	
• WHITE SPRUCE			
3-yr., S., 8 to 14 ins.....	8.00	40.00	
4-yr., T., 6 to 12 ins.....	15.00	75.00	
• COLORADO BLUE SPRUCE			
3-yr., S., 6 to 12 ins.....	11.00	55.00	
4-yr., T., 4 to 8 ins.....	18.00	90.00	
• DOUGLAS FIR			
2-yr., S., 4 to 8 ins.....	6.00	30.00	
3-yr., S., 8 to 12 ins.....	11.00	55.00	
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2-yr., S., 5 to 10 ins.....	7.00	45.00	
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2-yr., S., 3 to 6 ins.....	9.00	45.00	
3-yr., S., 6 to 10 ins.....	16.00	80.00	
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COMING EVENTS

MEETING CALENDAR

September 6 and 7—Alabama nurserymen and landscape gardeners, annual short course, Auburn University, Auburn, Ala.

September 6 and 7—Kansas Association of Nurserymen, annual convention, Kansas State University, Manhattan, Kan.

September 11 to 13—Arizona State Nurserymen's Association, annual convention, Royal Road Resort hotel, Nogales, Ariz.

September 14 to 16—Louisiana Association of Nurserymen, trade show, Hotel Bentley, Alexandria, La.

September 18 to 20—Oregon Association of Nurserymen, northwest nurserymen's Indian summer session, Gearhart hotel, Gearhart, Ore.

September 26 to 28—California Association of Nurserymen, annual convention, Miramar hotel resort, Santa Barbara, Calif.

September 28 and 29—Oklahoma State Nurserymen's Association, Western Hills Lodge, Wagoner, Okla.

October 13 to 15—Florida Nurserymen and Growers' Association, annual trade meet, Pennsylvania hotel, West Palm Beach, Fla.

October 25 to 27—Plant Propagators Society, Western chapter, annual meeting, Asilomar conference grounds, Pacific Grove, Calif.

October 25 to 28—American Horticultural Society, 16th horticultural congress, Hotel Northampton and Wiggins Tavern, Northampton, Mass.

November 9 and 10—Holly Society of America, fall meeting, Williamsburg, Va.

HORTICULTURE MEET SET

Outstanding advances in horticulture during the past year will be featured topics at the 16th annual congress of the American Horticultural Society to be held October 25 to 28, with headquarters at the Hotel Northampton and Wiggins Tavern, Northampton, Mass. Details of the program follow:

OCTOBER 25

2 p. m.—Registration, Hotel Northampton.

5:30 p. m.—Cocktail party.

6:30 p. m.—"Yankee Hoe-down" dinner, entertainment.

OCTOBER 26

Morning session:

"Planning and Planting for Easy Maintenance," by Milford R. Lawrence, H. V. Lawrence, Inc., Falmouth, Cape Cod, Mass.

"Plants and Ideas Direct from Japan," by Dr. John L. Creech, assistant chief, crops research division, United States Department of Agriculture, Beltsville, Md.

"Science Lends a Hand to the Busy Gardener," by Dr. William C. Steere, director, New York Botanical Garden, New York, N. Y.

Lunch, speaker to be announced.

Afternoon session:

[Continued on page 20]

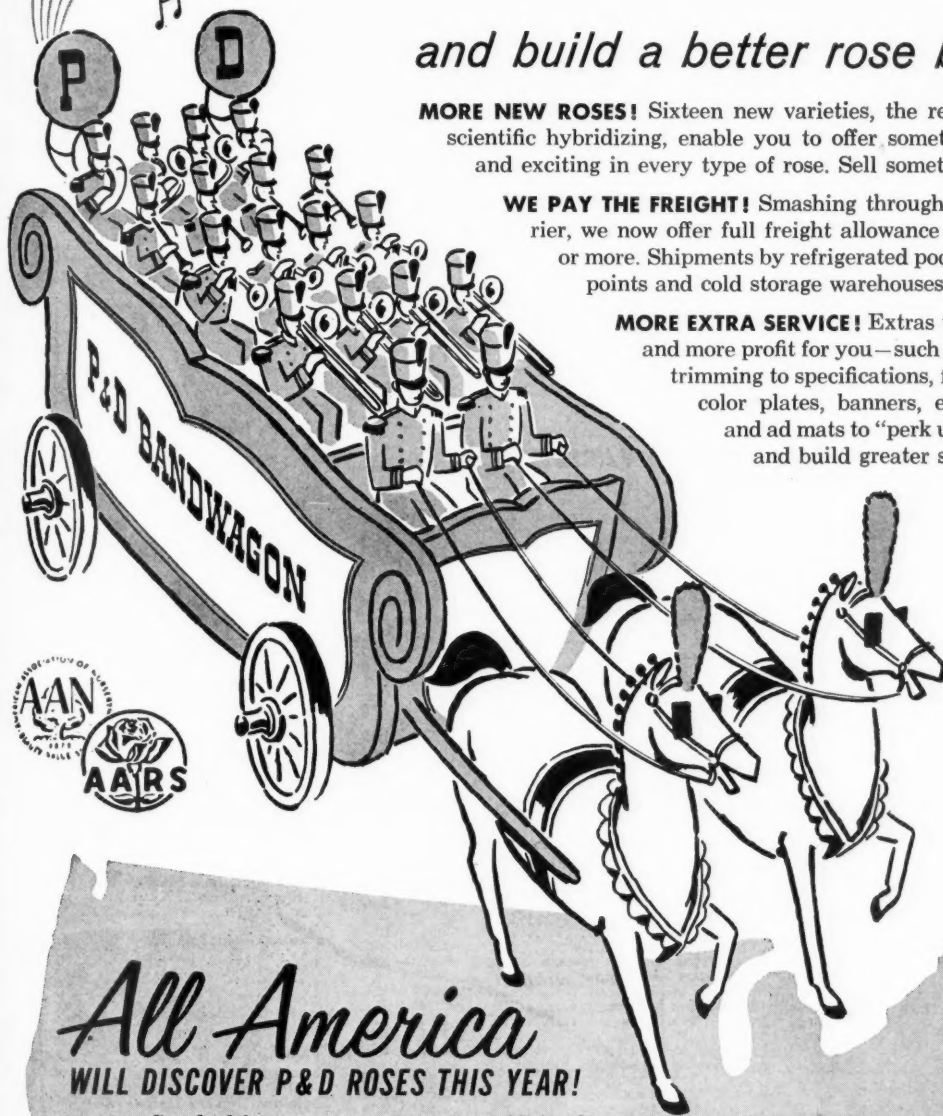
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MORE NEW ROSES! Sixteen new varieties, the result of 12 years of scientific hybridizing, enable you to offer something new, different and exciting in every type of rose. Sell something *new* this year!

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MORE EXTRA SERVICE! Extras that mean less work and more profit for you—such as pre-labeling, pre-trimming to specifications, free color cards, free color plates, banners, electros, dot proofs, and ad mats to “perk up” your advertising and build greater sales.



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WILL DISCOVER P&D ROSES THIS YEAR!

Sparked by a great cooperative AARS advertising campaign and an expanded program of Peterson & Dering national advertising, P&D roses will have the greatest send-off ever! Starting this July, continuing this Fall and into next Spring, every garden editor and millions of garden readers will be exposed to the greatest barrage of rose promotion ever launched! This can lead to only one result—the greatest profit opportunity in roses you have ever known!



Oregon's Best Source of Good Roses... "Finest Anywhere"

Cartwright Nursery Co.

We are having a wonderful growing season, and we have available for the 1961 season the largest stock of top-quality evergreens that we have ever offered. We would be very happy to have you visit us at the nursery and see our stock growing in the fields. We are, at this time, using 2400 acres of good west Tennessee land to produce for you the very best in evergreens, and we think it would be worth your time to visit us if you are interested in the best stock available at very reasonable prices.

AMERICAN ARBORVITAE VARIETIES

(Thuja occidentalis)

	Each Per 10	Each Per 100		Each Per 10	Each Per 100
Dark Green American Arborvitae			Globe compacta Arborvitae, Parsons		
18 to 24 ins.	\$1.25	\$1.00	12 to 15 ins.	\$1.25	\$1.00
24 to 30 ins.	1.75	1.50	15 to 18 ins.	1.50	1.25
30 to 36 ins.	2.25	2.00	Siberian Arborvitae		
3 to 4 ft.	3.00	2.50	(Thuja wareana)		
Compacta erecta Globe Arborvitae			12 to 15 ins.	1.25	1.00
12 to 15 ins.	1.25	1.00	15 to 18 ins.	1.50	1.25
15 to 18 ins.	1.50	1.25	18 to 24 ins.	1.75	1.50
18 to 24 ins.	1.75	1.50	24 to 30 ins.	2.25	2.00
24 to 30 ins.	2.25	2.00	30 to 36 ins.	3.00	2.75
30 to 36 ins.	3.00	2.75	Pyramidal American Arborvitae		
Globe American Arborvitae			18 to 24 ins.	1.50	1.25
12 to 15 ins.	1.35	1.10	24 to 30 ins.	1.75	1.50
15 to 18 ins.	1.70	1.40	30 to 36 ins.	2.50	2.25
18 to 24 ins.	2.00	1.75	3 to 4 ft.	3.00	2.75
24 to 30 ins.	2.75	2.50	4 to 5 ft.	4.00	3.50
30 to 36 ins.	3.25	3.00	5 to 6 ft.	4.50	4.00
			6 to 8 ft.	5.50	5.00

ORIENTAL ARBORVITAE VARIETIES

(Thuja orientalis)

	Each Per 10	Each Per 100		Each Per 10	Each Per 100
Baker Arborvitae			Excelsa Arborvitae		
24 to 30 ins.	\$1.50	\$1.25	24 to 30 ins.	\$1.50	\$1.25
30 to 36 ins.	1.75	1.50	30 to 36 ins.	2.00	1.50
3 to 4 ft.	2.25	2.00	3 to 4 ft.	2.50	2.00
4 to 5 ft.	3.00	2.75	4 to 5 ft.	3.00	2.75
Berkman's Golden Arborvitae			Mayhew Arborvitae		
12 to 15 ins.	1.25	1.00	24 to 30 ins.	1.50	1.25
15 to 18 ins.	1.50	1.25	30 to 36 ins.	1.75	1.50
18 to 24 ins.	1.75	1.50	3 to 4 ft.	2.25	2.00
24 to 30 ins.	2.25	2.00	4 to 5 ft.	3.00	2.75
30 to 36 ins.	2.75	2.50	Newark Arborvitae		
Blue Cone Arborvitae			24 to 30 ins.	1.50	1.25
18 to 24 ins.	1.35	1.10	30 to 36 ins.	1.75	1.50
24 to 30 ins.	1.70	1.40	3 to 4 ft.	2.25	2.00
30 to 36 ins.	1.90	1.65	4 to 5 ft.	3.00	2.75
Bonita Arborvitae					
15 to 18 ins.	1.60	1.35			
18 to 24 ins.	1.85	1.60			
24 to 30 ins.	2.25	2.00			

JUNIPERS—SPREADING VARIETIES

	Each Per 10	Each Per 100		Each Per 10	Each Per 100
Andorra Juniper			Pfitzer Nana Juniper, Armstrong's		
12 to 15 ins.	\$1.35	\$1.10	12 to 15 ins.	\$1.50	\$1.20
15 to 18 ins.	1.60	1.35	15 to 18 ins.	1.85	1.60
18 to 24 ins.	2.00	1.75	18 to 24 ins.	2.50	2.20
24 to 30 ins.	2.50	2.25	30 to 36 ins.	3.25	3.00
30 to 36 ins.	3.25	3.00	Maney Juniper		
Chinensis procumbens Juniper			15 to 18 ins.	2.00	1.75
12 to 15 ins.	1.50	1.25	18 to 24 ins.	2.50	2.25
15 to 18 ins.	2.00	1.75	24 to 30 ins.	3.25	3.00
Hetz glauca Juniper			Repandens Juniper		
12 to 15 ins.	1.35	1.10	15 to 18 ins.	1.35	1.10
15 to 18 ins.	1.60	1.35	Sabina Juniper		
18 to 24 ins.	2.00	1.75	12 to 15 ins.	1.25	1.00
24 to 30 ins.	2.50	2.25	15 to 18 ins.	1.50	1.25
30 to 36 ins.	3.25	3.00	18 to 24 ins.	2.00	1.75
Hetz glauca Juniper			Sabina horizontalis Juniper		
(Sheared Globe)			12 to 15 ins.	1.50	1.25
15 to 18 ins.	1.75	1.50	15 to 18 ins.	2.00	1.75
18 to 24 ins.	2.25	2.00	18 to 24 ins.	2.50	2.25
24 to 30 ins.	2.75	2.50	24 to 30 ins.	3.00	2.75
30 to 36 ins.	3.25	3.00	Sabina Von Ehron Juniper		
Pfitzer Juniper			15 to 18 ins.	1.60	1.35
12 to 15 ins.	1.50	1.20	18 to 24 ins.	2.00	1.75
15 to 18 ins.	1.75	1.50	24 to 30 ins.	2.50	2.25
18 to 24 ins.	2.25	2.00	30 to 36 ins.	3.25	3.00
24 to 30 ins.	2.75	2.50	Sabina Von Ehron Juniper (Sheared Globe)		
30 to 36 ins.	3.50	3.25	15 to 18 ins.	1.75	1.50
Blue Vase Juniper			18 to 24 ins.	2.25	2.00
15 to 18 ins.	1.85	1.60	24 to 30 ins.	2.75	2.50
18 to 24 ins.	2.50	2.20	30 to 36 ins.	3.25	3.00
Pfitzer compacta Juniper, Kallay			36 to 42 ins.	4.00	3.50
12 to 15 ins.	1.50	1.20	Virginialis Juniper		
15 to 18 ins.	1.75	1.50	18 to 24 ins.	2.00	1.75
18 to 24 ins.	2.25	2.00	24 to 30 ins.	2.50	2.25
Pfitzer compacta Juniper, Nick's					
12 to 15 ins.	1.50	1.20			
15 to 18 ins.	1.75	1.50			
18 to 24 ins.	2.25	2.00			
24 to 30 ins.	2.75	2.50			
30 to 36 ins.	3.50	3.25			

JUNIPERS—

UPRIGHT VARIETIES

All many times sheared, specimen-quality evergreens.

	Each Per 10	Each Per 100		Each Per 10	Each Per 100
Chinensis variegata Juniper			Excelsa stricta Juniper		
18 to 24 ins.	\$2.00	\$1.75	12 to 15 ins.	1.25	1.00
2 to 3 ft.	2.50	2.25	15 to 18 ins.	1.50	1.25
Excelsa stricta Juniper			18 to 24 ins.	1.75	1.50
12 to 15 ins.	1.25	1.00	24 to 30 ins.	2.25	2.00
15 to 18 ins.	1.50	1.25	30 to 36 ins.	3.00	2.75
18 to 24 ins.	1.75	1.50	3 to 4 ft.	3.75	3.25
24 to 30 ins.	2.25	2.00	4 to 5 ft.	4.50	4.00
30 to 36 ins.	3.00	2.75	Fastigiata Juniper		
Fastigiata Juniper			24 to 30 ins.	1.20	1.00
12 to 15 ins.	1.20	1.00	30 to 36 ins.	1.50	1.25
15 to 18 ins.	1.50	1.25	3 to 4 ft.	1.75	1.50
18 to 24 ins.	2.00	1.75	4 to 5 ft.	2.00	1.75
24 to 30 ins.	2.25	2.00	5 to 6 ft.	2.50	2.25
30 to 36 ins.	3.50	3.00	6 to 8 ft.	3.50	3.00
Hetz glauca Juniper (Staked)			Manhattan Blue Juniper		
2 to 3 ft.	3.00	2.75	2 to 3 ft.	2.75	2.50
3 to 4 ft.	4.25	3.75	3 to 4 ft.	4.00	3.50
4 to 5 ft.	5.25	4.75	Nova Juniper		
Sabina Von Ehron Juniper (Staked)			2 to 3 ft.	2.50	2.25
2 to 3 ft.	3.00	2.75	3 to 4 ft.	4.00	3.50
3 to 4 ft.	4.25	3.75	4 to 5 ft.	4.50	4.00
4 to 5 ft.	5.25	4.75	Sabina Von Ehron Juniper (Staked)		
Virginiana Juniper (Red Cedar)			2 to 3 ft.	3.00	2.75
4 to 5 ft.	3.50	3.00	3 to 4 ft.	4.25	3.75
5 to 6 ft.	4.50	4.00	4 to 5 ft.	5.25	4.75
Virginiana Juniper (Red Cedar)			Virginiana Juniper (Red Cedar)		
(Standards, ball shape)			3 to 4 ft.	5.50	5.00
3 to 4 ft.	5.50	5.00	Virginiana Burk Juniper		
Virginiana Burk Juniper			2 to 3 ft.	2.75	2.50
2 to 3 ft.	2.75	2.50	3 to 4 ft.	4.00	3.50
3 to 4 ft.	4.00	3.50	4 to 5 ft.	5.00	4.50
4 to 5 ft.	5.00	4.50	Virginiana Canaert Juniper		
Virginiana Canaert Juniper			2 to 3 ft.	2.75	2.50
2 to 3 ft.	2.75	2.50	3 to 4 ft.	4.00	3.50
3 to 4 ft.	4.00	3.50	4 to 5 ft.	5.00	4.50
4 to 5 ft.	5.00	4.50	5 to 6 ft.	6.00	5.50
Virginiana Dundee Juniper			Virginiana Keteleer Juniper		
2 to 3 ft.	2.75	2.50	2 to 3 ft.	2.25	2.00
3 to 4 ft.	4.00	3.50	3 to 4 ft.	3.50	3.00
Virginiana glauca Juniper			4 to 5 ft.	5.00	4.50
2 to 3 ft.	2.75	2.50	Cupressifolia Juniper		
3 to 4 ft.	4.00	3.50	2 to 3 ft.	2.75	2.50
Virginiana Keteleer Juniper			3 to 4 ft.	4.00	3.50
2 to 3 ft.	2.25	2.00			
3 to 4 ft.	3.50	3.00			
4 to 5 ft.	5.00	4.50			
5 to 6 ft.	6.00	5.50			

Chicago Representatives

SKYVIEW WHOLESALE NURSERY SALES

3852 S. Harlem, Lyons, Ill.

Phone: HI 7-4610

Abelia gra
2 to 3 ft
3 to 4 ft
Barberry
15 to 18
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BROAD-LEAVED EVERGREENS

All quotations are for B&B stock.

	Each Per 10	Each Per 100		Each Per 10	Each Per 100		Each Per 10	Each Per 100
<i>Abelia grandiflora</i>			<i>Ilex crenata repandens</i>			<i>Nandina domestica</i>		
2 to 3 ft.	\$1.50	\$1.25	12 to 15 ins.	\$1.25	\$1.00	15 to 18 ins.	\$0.90	\$0.75
3 to 4 ft.	2.00	1.75	15 to 18 ins.	1.50	1.25	18 to 24 ins.	1.20	1.00
<i>Berberis julianae</i>			18 to 24 ins.	2.00	1.75	24 to 30 ins.	1.50	1.25
15 to 18 ins.	1.75	1.50	24 to 30 ins.	2.25	2.00	30 to 36 ins.	1.75	1.50
18 to 24 ins.	2.25	2.00	30 to 36 ins.	3.00	2.75	3 to 4 ft.	2.25	2.00
24 to 30 ins.	2.75	2.50	<i>Ilex crenata rotundifolia</i>			<i>Osmanthus fortunei</i>		
30 to 36 ins.	3.25	3.00	12 to 15 ins.	1.15	1.00	18 to 24 ins.	1.75	1.50
<i>Borwood harlandi</i>			15 to 18 ins.	1.40	1.25	24 to 30 ins.	2.25	2.00
6 to 8 ins. ....	.70	.60	18 to 24 ins.	1.65	1.50	30 to 36 ins.	2.75	2.50
8 to 10 ins. ....	.85	.75	24 to 30 ins.	2.25	2.00	<i>Viburnum burkwoodi</i>		
10 to 12 ins.	1.15	1.00	30 to 36 ins.	3.00	2.75	18 to 24 ins.	1.50	1.25
12 to 15 ins.	1.40	1.25	3 to 4 ft.	4.00	3.50	24 to 30 ins.	1.75	1.50
15 to 18 ins.	1.65	1.50	<i>Ilex crenata rotundifolia (Pyramids)</i>			30 to 36 ins.	2.25	2.00
18 to 24 ins.	2.25	2.00	18 to 24 ins.	2.00	1.75	3 to 4 ft.	2.75	2.50
<i>Borwood sempervirens</i>			24 to 30 ins.	2.50	2.25	4 to 5 ft.	3.50	3.00
10 to 12 ins.	1.20	1.00	30 to 36 ins.	3.75	3.25	<i>Viburnum chenaulti</i>		
12 to 15 ins.	1.40	1.25	<i>Ilex glabra</i>			18 to 24 ins.	1.50	1.25
15 to 18 ins.	2.25	2.00	18 to 24 ins.	1.75	1.50	24 to 30 ins.	1.75	1.50
18 to 24 ins.	3.25	3.00	24 to 30 ins.	2.25	2.00	<i>Viburnum juddi</i>		
24 to 30 ins.	4.50	4.00	30 to 36 ins.	2.75	2.50	18 to 24 ins.	1.50	1.25
<i>Borwood welleri</i>			<i>Ilex opaca seedlings</i>			24 to 30 ins.	2.00	1.75
12 to 15 ins.	1.40	1.25	2 to 3 ft.	1.75	1.50	30 to 36 ins.	2.50	2.25
15 to 18 ins.	2.25	2.00	3 to 4 ft.	2.75	2.50	<i>Viburnum rhytidophyllum</i>		
<i>Desagnus fruitlandi</i>			4 to 5 ft.	3.75	3.50	18 to 24 ins.	1.50	1.25
2 to 3 ft.	1.50	1.25	5 to 6 ft.	5.50	5.00	24 to 30 ins.	2.00	1.75
3 to 4 ft.	2.25	2.00	6 to 8 ft.	7.00	6.50	30 to 36 ins.	2.50	2.25
<i>Desagnus simoni</i>			<i>Ilex opaca Ardens</i>					
2 to 3 ft.	1.50	1.25	2 to 3 ft.	2.25	2.00			
3 to 4 ft.	2.25	2.00	3 to 4 ft.	3.50	3.00			
<i>Eunymus alatus compactus</i>			<i>Ilex opaca Croonenburg</i>					
18 to 24 ins.	1.75	1.50	2 to 3 ft.	2.25	2.00			
24 to 30 ins.	2.25	2.00	3 to 4 ft.	3.25	3.00			
30 to 36 ins.	2.75	2.50	4 to 5 ft.	4.25	4.00			
<i>Eunymus fortunei erectus</i>			5 to 6 ft.	5.25	5.00			
15 to 18 ins.	1.25	1.00	<i>Ilex opaca East Palatka</i>					
18 to 24 ins.	1.50	1.25	2 to 3 ft.	1.75	1.50			
24 to 30 ins.	1.70	1.50	3 to 4 ft.	2.75	2.50			
30 to 36 ins.	2.00	1.75	4 to 5 ft.	3.75	3.50			
3 to 4 ft.	2.75	2.50	5 to 6 ft.	5.50	5.00			
<i>Eunymus patens</i>			<i>Ilex opaca fosteri</i>					
18 to 24 ins.	1.20	1.00	2 to 3 ft.	2.25	2.00			
2 to 3 ft.	1.75	1.50	3 to 4 ft.	3.25	3.00			
3 to 4 ft.	2.25	2.00	4 to 5 ft.	4.25	4.00			
<i>Eunymus radicans, assorted types</i>			5 to 6 ft.	5.50	5.00			
15 to 18 ins.	1.25	1.00	<i>Ilex opaca howardi</i>					
18 to 24 ins.	1.50	1.25	2 to 3 ft.	2.25	2.00			
24 to 30 ins.	1.75	1.50	3 to 4 ft.	3.25	3.00			
30 to 36 ins.	2.25	2.00	<i>Ilex opaca Hume No. 2</i>					
<i>Ilex cassine angustifolia</i>			2 to 3 ft.	2.25	2.00			
3 to 4 ft.	3.50	3.00	3 to 4 ft.	3.25	3.00			
5 to 6 ft.	5.50	5.00	<i>Ilex opaca Reynolds</i>					
<i>Ilex cornuta, selected types, root-pruned—several of our own selections which we feel are superior.</i>			2 to 3 ft.	2.25	2.00			
15 to 18 ins.	1.50	1.25	3 to 4 ft.	3.50	3.00			
18 to 24 ins.	2.00	1.50	4 to 5 ft.	4.50	4.00			
24 to 30 ins.	2.50	2.00	<i>Ilex opaca Taber</i>					
30 to 36 ins.	3.00	2.75	4 to 5 ft.	4.25	4.00			
3 to 4 ft.	3.75	3.50	5 to 6 ft.	5.25	5.00			
<i>Ilex cornuta burfordi, root-pruned</i>			<i>Ilex vomitoria</i>					
15 to 18 ins.	1.50	1.25	18 to 24 ins.	1.40	1.25			
18 to 24 ins.	1.75	1.50	24 to 30 ins.	1.75	1.50			
24 to 30 ins.	2.00	1.75	30 to 36 ins.	2.25	2.00			
30 to 36 ins.	2.75	2.50	3 to 4 ft.	3.00	2.75			
3 to 4 ft.	3.50	3.25	4 to 5 ft.	3.75	3.50			
<i>Ilex cornuta Hume, root-pruned</i>			<i>Ilex vomitoria nana</i>					
15 to 18 ins.	1.50	1.25	12 to 15 ins.	1.75	1.50			
18 to 24 ins.	1.75	1.50	15 to 18 ins.	2.25	2.00			
24 to 30 ins.	2.00	1.75	18 to 24 ins.	2.75	2.50			
30 to 36 ins.	2.75	2.50	<i>Ilex vomitoria Pride of Houston</i>					
3 to 4 ft.	3.50	3.25	18 to 24 ins.	1.40	1.25			
<i>Ilex crenata Biloxi</i>			24 to 30 ins.	1.75	1.50			
12 to 15 ins.	1.25	1.00	30 to 36 ins.	2.25	2.00			
15 to 18 ins.	1.50	1.25	3 to 4 ft.	3.00	2.75			
18 to 24 ins.	1.75	1.50	<i>Jasmine, floridum</i>					
24 to 30 ins.	2.25	2.00	15 to 18 ins.	1.20	1.00			
30 to 36 ins.	2.75	2.50	18 to 24 ins.	1.50	1.25			
<i>Ilex crenata convexa</i>			2 to 3 ft.	1.75	1.50			
12 to 15 ins.	1.25	1.00	<i>Laurel, Cherry</i>					
15 to 18 ins.	1.50	1.25	2 to 3 ft.	1.50	1.25			
18 to 24 ins.	1.75	1.50	3 to 4 ft.	1.75	1.50			
24 to 30 ins.	2.25	2.00	4 to 5 ft.	2.50	2.25			
30 to 36 ins.	2.75	2.50	5 to 6 ft.	3.50	3.00			
<i>Ilex crenata convexa compacta</i>			<i>Ligustrum lucidum (Black Wax)</i>					
12 to 15 ins.	1.25	1.00	18 to 24 ins.	1.20	1.00			
15 to 18 ins.	1.50	1.25	24 to 30 ins.	1.50	1.25			
18 to 24 ins.	1.75	1.50	30 to 36 ins.	1.75	1.50			
24 to 30 ins.	2.25	2.00	<i>Ligustrum lucidum Suwannee River</i>					
<i>Ilex crenata convexa compacta</i>			15 to 18 ins.	1.15	1.00			
12 to 15 ins.	1.20	1.00	18 to 24 ins.	1.40	1.25			
15 to 18 ins.	1.50	1.25	24 to 30 ins.	1.65	1.50			
18 to 24 ins.	1.75	1.50	30 to 36 ins.	2.00	1.75			
24 to 30 ins.	2.50	2.25	3 to 4 ft.	2.50	2.25			
<i>Ilex crenata hotzi</i>			<i>Magnolia grandiflora</i>					
12 to 15 ins.	1.20	1.00	2 to 3 ft.	1.75	1.50			
15 to 18 ins.	1.50	1.25	3 to 4 ft.	2.75	2.50			
18 to 24 ins.	1.75	1.50	4 to 5 ft.	3.75	3.50			
24 to 30 ins.	2.50	2.25	5 to 6 ft.	5.50	5.00			
<i>Ilex crenata Magda</i>			6 to 8 ft.	8.25	7.50			
12 to 15 ins.	1.50	1.25						
15 to 18 ins.	1.75	1.50						

MISCELLANEOUS CONIFERS

	Each Per 10	Each Per 100
<i>Cedrus atlantica</i>		
3 to 4 ft.	\$3.00	\$2.75
4 to 5 ft.	4.00	3.75
5 to 6 ft.	5.00	4.75
<i>Cedrus deodara</i>		
2 to 3 ft.	2.00	1.75
3 to 4 ft.	3.00	2.75
4 to 5 ft.	4.00	3.75
<i>Chamaecyparis plumosa (Green)</i>		
2 to 3 ft.	2.00	1.75
3 to 4 ft.	2.50	2.25
4 to 5 ft.	3.50	3.00
5 to 6 ft.	4.25	3.75
<i>Chamaecyparis plumosa aurea</i>		
2 to 3 ft.	2.00	1.75
3 to 4 ft.	2.50	2.25
4 to 5 ft.	3.50	3.00
<i>Austrian Pine</i>		
2 to 3 ft.	2.25	2.00
3 to 4 ft.	3.75	3.25
<i>White Pine</i>		
2 to 3 ft.	2.25	2.00
3 to 4 ft.	3.75	3.25
<i>Mugho Pine</i>		
12 to 15 ins.	2.25	2.00
15 to 18 ins.	2.75	2.50
18 to 24 ins.	3.50	3.00

FLOWERING TREES, B & B

We have available on our premises cold storage facilities for Magnolia and other items. Inquire about this.

	Each Per 10	Each Per 100
<i>Magnolia soulangiana</i>		
2 to 3 ft.	\$2.25	\$2.00
3 to 4 ft.	3.00	2.75
4 to 5 ft.	3.75	3.50
<i>White Dogwood</i>		
2 to 3 ft.	1.50	1.25
3 to 4 ft.	2.00	1.75
4 to 5 ft.	2.50	2.25
5 to 6 ft.	3.50	3.00
6 to 8 ft.	5.00	4.50
<i>Pink Dogwood</i>		
2 to 3 ft.	2.00	1.75
3 to 4 ft.	3.00	2.75
4 to 5 ft.	4.25	3.75
<i>Flowering Crab, Katherine (Light Pink)</i>		
(Semi-Dwarf Shrub Form)		
4 to 5 ft.	2.25	2.00
5 to 6 ft.	2.75	2.50
<i>Flowering Crab, eleyi (Red)</i>		
1 to 1 1/4 ins.	2.25	2.00
1 1/4 to 1 1/2 ins.	2.75	2.50
1 1/2 to 2 ins.	3.75	3.25
<i>Flowering Crab, Hopa (Deep Pink)</i>		
1 to 1 1/4 ins.	2.25	2.00
1 1/4 to 1 1/2 ins.	2.75	2.50
1 1/2 to 2 ins.	3.75	3.25

CARTWRIGHT NURSERY CO. Collierville, Tenn. Phone: UL 3-2352
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RHODODENDRONS !



80,000. Hybrids only. Own root

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*For Fall Sales or Planting
Special Quotations for Quantity Buyers*

WELLS NURSERY

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Red Bank, N. Y.

"Nothing Beats a Wells-Grown Plant"

Tour of Smith College Arboretum, greenhouses and campus, with W. I. P. Campbell, arboretum director, as guide.

4:30 p. m.—Business meeting.

7 p. m.—President's dinner. "Hawaii—A Horticultural-Botanical Opportunity," by Dr. Richard A. Howard, professor of botany, Harvard University; director, Arnold Arboretum, and president of the International Association of Botanic Gardens.

OCTOBER 27

Morning session:

"Constructive Planning and Planting along the Nation's Highways Is Everybody's Business," by Howard S. Ives, Connecticut state highway commissioner and chairman of the committee on roadside development, American state highway officials, Hartford, Conn.

"New Advances in Our Knowledge of Plant Responses to Light and Their Implications," by Dr. Henry M. Cathey, horticulturalist, ornamentals section, crops research division, agricultural research service, U. S. D. A., Beltsville, Md.

"The Yankee Philosopher Looks at Horticulture's Changing Picture," by Louis A. Webster, director, division of markets, Massachusetts department of agriculture, Boston.

Afternoon session:

Tour of establishments of two of the largest commercial greenhouse growers in Massachusetts and the fall chrysanthemum show at the University of Massachusetts, Amherst.

Annual awards banquet.

OCTOBER 28

Tour, Mohawk trail or to the Stockbridge area of the Berkshire mountains, depending upon the condition of the autumn foliage.

WHOLESALE GROWERS

Seedlings—Transplants—Potted and Field Liners—Finished Stock

Taxus a specialty.

Complete catalog on request

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BLOODGOOD NURSERIES

Dept. American Nursery Co.

R. D. 1 Doylestown, Pa.

Established 1790

Growing a general line of nursery stock.

Specializing in shade and ornamental trees.

Serving the Wholesale Trade

ALABAMA SHORT COURSE

Details of the fifth annual short course for Alabama nurserymen and landscape gardeners have been released by Troy Keeble, Auburn University, Auburn. Duncan Hall and the ornamental horticulture greenhouses on the campus of the university, which is sponsoring the event in co-operation with the Alabama Nurserymen's Association, will be headquarters for the September 6 and 7 sessions. The complete pro-

SPECIMENS

Spruce — Fir
Pine

Finest Selection
in the East

SHEERLUND FORESTS

R. D. 1 Reading, Pa.

QUALITY STOCK GROWN BY US

Roses, Azaleas, Evergreens, California Privet, Green Barberry, Red Barberry (fine strain).

Seedlings and transplants.

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P. O. Box 336 MILFORD, DEL.

gram follows, speakers being from the university staff unless otherwise noted:

SEPTEMBER 6

9 a. m.—"Alabama—An Urban State," by Ben T. Lanham, Jr.

[Continued on page 24]

Sensational!

FLOC-FLO®

1-GUN METHOD*

MITY MITE FLOCKING DEAL

Includes EVERYTHING You Need To Be In The Very Profitable Tree Flocking Business!

• Your profit on flocking 50 trees will more than pay the cost of this deal!

HERE'S WHAT YOU GET:

ACTUAL VALUE

1 "Mity-Mite" Portable FLOCKING MACHINE	\$250.00
New 1 GUN METHOD* (for use with "Miracle Self-Stick Floc.") Holds 6 lbs. of flock, enough for up to an 8 ft. tree. Features a self contained air system (no compressor needed), adjustable flock feed control, foot switch, and powerful, fast motor and blower. Just attach to any water outlet with normal pressure, plug in to your electrical outlet and flock... that's all there is to it! Machine complete with "Combo" gun and hose, water hose and connectors, ready to operate!	
200 lbs. "MIRACLE SELF-STICK FLOC" @ 80c lb.	\$160.00
(enough for 50 trees)	
USE PLAIN WATER ONLY... no adhesives. Choice of all white or combination of white, pink and blue. All fire retardant.	
25 lbs. "JACK FROST SPARKLES" @ 25c lb.	6.25
50 "WIRE WONDER 26" Heavy Duty CHRISTMAS TREE STANDS @ 50c each	25.00
50 POLY TUBES @ 50c each	25.00
1 ELECTRIC TURN TABLE	36.50

ACTUAL
SELLING PRICE

502⁷⁵

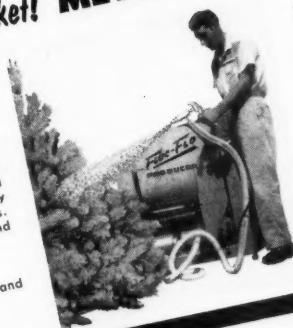
*New 1 Gun Method Eliminates All This Costly Equipment:

- Compressor.....\$107.00 to \$312.00
- Supply Tank.....36.50
- Gun (for water or adhesives).....46.00
- 3 Hoses.....15.75

Add it all up and see the additional saving on equipment YOU DON'T HAVE TO BUY with this method!

New! Improved! Finest on the Market!

- complete with "Combo" gun, electric foot switch for instant on-and-off control of flock stream, 10 ft. reinforced 1 1/4 in. flock hose, and water hose with connectors... ready to operate, nothing else to buy!
- Brand New 1962 Model Flocks 8-Foot Tree in just 5 minutes! The only machine that will handle all types of flock!
- INSTANT CHANGE DUMP HOPPER holds 25 lbs. of flock. Its constant agitation feature is guaranteed to positively eliminate all bridging, and to supply a full, continuous, steady flow of flock at all times.
- For all colors... changes instantly, saves time and labor!
- Exact Volume Control adjusts flock stream.
- Automatic Flock Conditioner... just plug-in and flock.
- No outside air supply needed... just plug-in and flock.
- Portable—mounted on rollers—easily moved.



Terms: 25% deposit with order... balance C.O.D. Net remittance with order saves you C.O.D. charges. All F.O.B. Chicago, Ill.

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CORPORATION

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\$450⁰⁰

"MITY-MITE" FLOCKING MACHINE complete with "Combo" gun and hose, water hose and connectors, ready to operate, \$250.00.

FLOC-FLO® PRODUCER 1 GUN METHOD* FLOCKING MACHINES

- WE HAVE FOUR PLANS TO OFFER YOU
1. **SALE**—\$475.00 Cash with order. We pay freight. If machine does not meet with your approval after three months, send it back collect and we refund \$300.00 immediately, a new machine, or what you wish. **YOU'RE THE BOSS!**
 2. **RENT**—\$150.00 per three-month period—Only \$1.66 per day. Return freight \$25.00. Total \$175.00.
 3. **TIME PAYMENT**—(24 months)
\$475.00 Total Sale Price 24 monthly payments of \$12.75 each, interest and carrying charges included. Payments start Jan. 1, 1962
\$300.00 Down Payment
\$300.00 Balance
 4. **TIME PAYMENT**—(5 seasonal payments—18 months)
\$475.00 Total Sale Price Each payment \$62.00 including interest and carrying charge. You decide the schedule.
\$175.00 Down Payment
\$300.00 Balance

CONVERSION KIT
"Combo" Gun, Foot switch, 10 ft. FLOCK HOSE, and WATER HOSE with connectors, to convert your old machine to the new one gun method, only... \$69.50

Send for NEW FREE BOOKLET
"22 Money Makers"

A booklet, giving complete details on how to make up the 22 most profitable items in the flocking business.

FOREST NURSERY COMPANY, INC.

McMinnville, Tenn.

IF NOT ON OUR MAILING LIST, WRITE TODAY.

Below are a few of the items listed in our summer list. If you are in need of varieties not listed, write, phone or wire for quotations.

ALL STOCK LISTED, NURSERY-GROWN

HARDY DECIDUOUS FLOWERING SHRUBS

	Per 10	Per 100	Per 1000
ALTHAEA, HIBISCUS SYRIACUS, Bush Form.			
Rose of Sharon			
Varieties:			
ALTHAEA AMPLISSIMUS , double, red			
ALTHAEA ARDENS , double, violet (100 lots only)			
ALTHAEA JEANNE D'ARC , double, white			
ALTHAEA LADY STANLEY , semidouble, white, shade rose (100 lots only)			
ALTHAEA RUBIS , single, red			
6 to 12 ins., C.	\$ 4.00	\$ 35.00	
12 to 18 ins., C.	5.00	45.00	
12 to 18 ins., 2-yr., well-br.	\$1.50	12.50	100.00
18 to 24 ins., 2-yr., well-br.	1.75	15.00	125.00
2 to 3 ft., 2-yr., well-br.	2.00	17.50	150.00
3 to 4 ft., 2-yr., well-br.	2.50	22.00	
BERBERIS THUNBERGI (Green-leaved Barberry)			
6 to 12 ins., 2-yr., S. ....	.40	2.50	20.00
12 to 18 ins., 2-yr., S. ....	.50	3.50	30.00
18 to 24 ins., 2-yr., S. ....	.60	4.50	40.00
6 to 12 ins., 2-yr., br., hedging ....	.60	4.50	40.00
12 to 18 ins., 2-yr., br., hedging ....	.80	6.50	60.00
18 to 24 ins., 2-yr., br., hedging	1.00	8.50	80.00
BERBERIS THUNBERGI ATROPURPUREA (Red-leaved Barberry)			
6 to 12 ins., 2-yr., S. ....	.75	6.00	50.00
12 to 18 ins., 2-yr., S. ....	.85	7.00	60.00
18 to 24 ins., 2-yr., S.	1.00	8.00	70.00
6 to 12 ins., 2-yr., br., hedging	1.00	8.00	70.00
12 to 18 ins., 2-yr., br., hedging	1.25	10.00	90.00
18 to 24 ins., 2-yr., br., hedging	1.50	12.50	110.00
CALYCANTHUS FLORIDUS (Sweet Shrub)			
6 to 12 ins., S.	2.50	20.00	
12 to 18 ins., S.	3.50	30.00	
18 to 24 ins., S.	4.50	40.00	
2 to 3 ft., S.	5.50	50.00	
3 to 4 ft., S.	6.50	60.00	
12 to 18 ins., well-br.	2.25	20.00	
18 to 24 ins., well-br.	2.75	25.00	
2 to 3 ft., well-br.	3.25	30.00	
CYDONIA JAPONICA RUBRA (Chaenomeles lagenaria rubra) (Upright Red-flowering Quince)			
6 to 12 ins., C.	1.75	10.00	80.00
12 to 18 ins., C.	2.25	15.00	100.00
18 to 24 ins., C.	2.50	17.50	125.00
12 to 18 ins., T., well-br.	2.75	20.00	175.00
18 to 24 ins., T., well-br.	4.00	35.00	300.00
2 to 3 ft., T., well-br.	5.00	45.00	400.00
FORSYTHIA SPECTABILIS (Showy Border Forsythia) (Golden Bell)			
6 to 12 ins., C.	3.50	30.00	
12 to 18 ins., C.	4.50	40.00	
12 to 18 ins., well-br.	2.25	17.50	150.00
18 to 24 ins., well-br.	2.50	20.00	175.00
2 to 3 ft., well-br.	3.00	25.00	200.00
3 to 4 ft., well-br.	4.00		

	Per 10	Per 100	Per 1000
FORSYTHIA SPRING GLORY (New Spring Glory Forsythia)			
12 to 18 ins., C.	\$1.50	\$12.50	
18 to 24 ins., C.	1.75	15.00	
12 to 18 ins., well-br.	2.50	20.00	
18 to 24 ins., well-br.	3.00	25.00	
2 to 3 ft., well-br.	3.50		
HYDRANGEA PANICULATA GRANDIFLORA Large-blooming strain.			
6 to 12 ins., C.	1.50	12.50	\$100.00
12 to 18 ins., C.	2.00	15.00	125.00
12 to 18 ins., well-br.	2.75	25.00	
18 to 24 ins., well-br.	3.25	30.00	
2 to 3 ft., well-br.	5.00	40.00	
LONICERA TATARICA ROSEA (Pink Tatarian Honeysuckle)			
6 to 12 ins., C.	4.00	35.00	
12 to 18 ins., C.	4.50	40.00	
12 to 18 ins., 2-yr., well-br.	1.50	10.00	90.00
18 to 24 ins., 2-yr., well-br.	1.75	12.50	100.00
2 to 3 ft., 2-yr., well-br.	2.00	15.00	125.00
PHILADELPHUS VIRGINALIS (Virginal Mock Orange)			
6 to 12 ins., C.	1.25	10.00	90.00
12 to 18 ins., C.	1.75	15.00	125.00
RHUS CANADENSIS (Aromatica) Fragrant Sumac			
6 to 12 ins., S.	1.00	7.50	50.00
12 to 18 ins., S.	1.25	10.00	75.00
18 to 24 ins., S.	1.50	12.50	100.00
2 to 3 ft., S.	1.75	15.00	125.00
SPIRAEA OPULIFOLIUS NANA (Physocarpus) (Dwarf Ninebark)			
6 to 12 ins., C.	5.00	45.00	
12 to 18 ins., C.	6.00	55.00	
12 to 18 ins., well-br.	1.75	15.00	125.00
18 to 24 ins., well-br.	2.00	17.50	150.00
2 to 3 ft., well-br.	2.50	22.50	
3 to 4 ft., well-br.	3.00	27.50	
SPIRAEA VANHOUTTEI (Van Houtte Spiraea)			
6 to 12 ins., C. ....	.80	4.50	40.00
12 to 18 ins., C.	1.00	6.50	60.00
SYRINGA PERSICA (Persian Lilac)			
6 to 12 ins., C.	6.00	50.00	
12 to 18 ins., C.	1.00	8.00	70.00
18 to 24 ins., C.	1.20	9.00	80.00
12 to 18 ins., well-br.	2.00	17.50	150.00
18 to 24 ins., well-br.	3.00	25.00	200.00
2 to 3 ft., well-br.	4.00	30.00	
SYRINGA VULGARIS (Common Purple Lilac)			
12 to 18 ins., T.	3.00	25.00	
18 to 24 ins., T.	3.50	30.00	
2 to 3 ft., T.	4.00	35.00	
VIBURNUM TOMENTOSUM (Double File Viburnum)			
6 to 12 ins., C.	2.00	15.00	100.00
12 to 18 ins., C.	2.50	20.00	125.00
12 to 18 ins., well-br.	3.50	30.00	250.00
18 to 24 ins., well-br.	4.50	40.00	350.00
2 to 3 ft., well-br.	5.50	50.00	
3 to 4 ft., well-br.	6.50	60.00	

HARDY DECIDUOUS FLOWERING SHRUBS—Continued

	Per 10	Per 100	Per 1000
WEIGELA ROSEA (Pink Weigela)			
6 to 12 ins., C.	\$0.60	\$ 3.50	\$ 30.00
12 to 18 ins., C. ....	.70	4.00	35.00
12 to 18 ins., well-br.	2.00	17.50	150.00
18 to 24 ins., well-br.	2.25	20.00	175.00
2 to 3 ft., well-br.	2.75	25.00	
ORNAMENTAL AND SHADE TREES			
	Per 10	Per 100	Per 1000
ACER DASYCARPUM (Saccharinum) (Silver Maple)			
6 to 12 ins., S.	\$ 1.50	\$ 10.00	
12 to 18 ins., S.	2.00	15.00	
18 to 24 ins., S.	2.50	20.00	
2 to 3 ft., S.	3.00	25.00	
3 to 4 ft., S.	3.50	30.00	
4 to 5 ft., S.	4.50	40.00	
ACER SACCHARUM (Sugar Maple)			
6 to 12 ins., S.	3.00	25.00	
12 to 18 ins., S.	4.50	40.00	
18 to 24 ins., S.	\$1.00	8.00	75.00
CERCIS CHINENSIS (Chinese Redbud)			
4 to 6 ins., 1-yr., S.	1.00	3.00	25.00
6 to 12 ins., 1-yr., S.	1.25	4.00	30.00
12 to 18 ins., 2-yr., S.	2.00	15.00	
GINKGO BILOBA (Maidenhair Tree)			
12 to 18 ins., S.	3.00	25.00	
18 to 24 ins., S.	3.50	30.00	
2 to 3 ft., S.	4.00	35.00	
3 to 4 ft., S.	6.00	50.00	
KOELREUTERIA PANICULATA (Golden-Rain Tree) (Varnish Tree)			
6 to 12 ins., S.	3.00	25.00	200.00
12 to 18 ins., S.	4.00	30.00	250.00
18 to 24 ins., S.	6.00	50.00	350.00
2 to 3 ft., S.	7.50	60.00	
3 to 4 ft., S.	8.00	90.00	
LIRIODENDRON TULIPIFERA (Tulip Tree)			
6 to 12 ins., S.	3.50	30.00	
12 to 18 ins., S.	4.50	40.00	
18 to 24 ins., S.	5.50	50.00	
2 to 3 ft., S.	6.50	60.00	
NYSSA SYLVATICA (Black Gum) (Sour Gum)			
6 to 12 ins., 2-yr., S. ....	.75	5.00	45.00
12 to 18 ins., 2-yr., S. ....	.85	6.50	60.00
18 to 24 ins., 2-yr., S.	1.00	9.00	80.00
2 to 3 ft., 2-yr., S.	1.50		
POPULUS ALBA BOLLEANA (Bolleana Poplar)			
12 to 18 ins., C.	1.25	7.50	
18 to 24 ins., C.	1.50	10.00	
2 to 3 ft., C.	1.75	12.50	
3 to 4 ft., 2-yr., C.	2.00	17.50	
POPULUS NIGRA ITALICA (Lombardy Poplar)			
18 to 24 ins., C. ....	.60	4.00	30.00
2 to 3 ft., C. ....	.70	5.00	40.00
3 to 4 ft., C. ....	.80	6.00	50.00
4 to 5 ft., C.	1.00	7.00	60.00

ORNAMENTAL AND SHADE TREES—Continued

	Per 10	Per 100	Per 1000
QUERCUS PALUSTRIS (True Pin Oak)			
6 to 12 ins., S.	\$1.50	\$ 7.50	\$ 60.00
12 to 18 ins., S.	2.00	10.00	80.00
18 to 24 ins., S.	2.50	12.50	100.00
2 to 3 ft., S.	4.00	25.00	200.00
3 to 4 ft., S.	6.00	50.00	....

CONIFEROUS EVERGREENS

	Per 10	Per 100	Per 1000
BIOTA ORIENTALIS AUREA NANA (Berckmans Golden Arborvitae)			
12 to 15 ins., B&B... \$15.00	\$125.00	....	....
15 to 18 ins., B&B... 17.50	150.00	....	....
18 to 24 ins., B&B... 20.00	175.00	....	....
24 to 30 ins., B&B... 22.50	200.00	....	....
BIOTA ORIENTALIS BLUECONE (Howard's Bluecone Arborvitae)			
18 to 24 ins., B&B... 15.00	125.00	....	....
24 to 30 ins., B&B... 17.50	150.00	....	....
30 to 36 ins., B&B... 20.00	175.00	....	....
BIOTA ORIENTALIS BONITA			
12 to 15 ins., B&B... 12.50	100.00	....	....
15 to 18 ins., B&B... 15.00	125.00	....	....
18 to 24 ins., B&B... 17.50	150.00	....	....
24 to 30 ins., B&B... 20.00	175.00	....	....
BIOTA ORIENTALIS EXCELSA (Excelsa Arborvitae)			
18 to 24 ins., B&B... 15.00	125.00	....	....
24 to 30 ins., B&B... 17.50	150.00	....	....
30 to 36 ins., B&B... 20.00	175.00	....	....
3 to 4 ft., B&B... 22.50	200.00	....	....
CEDRUS DEODARA (California Christmas Tree)			
18 to 24 ins., well-filled	17.50	150.00	....
24 to 30 ins., well-filled	22.50	200.00	....
30 to 36 ins., well-filled	27.00	....	....
JUNIPERUS COMMUNIS HIBERNICA (Irish Juniper)			
18 to 24 ins., B&B... 12.50	100.00	....	....
24 to 30 ins., B&B... 15.00	125.00	....	....
30 to 36 ins., B&B... 17.50	150.00	....	....
3 to 4 ft., B&B... 20.00	175.00	....	....
JUNIPERUS EXCELSA STRICTA (Spiny Greek Juniper)			
12 to 15 ins., B&B... 15.00	125.00	....	....
15 to 18 ins., B&B... 17.50	150.00	....	....
18 to 24 ins., B&B... 20.00	175.00	....	....
JUNIPERUS GLAUCA HETZI (Hetz Blue Spreading Juniper)			
12 to 15 ins., B&B... 15.00	125.00	....	....
15 to 18 ins., B&B... 17.50	150.00	....	....
18 to 24 ins., B&B... 20.00	175.00	....	....
24 to 30 ins., B&B... 22.50	200.00	....	....
JUNIPERUS SABINA (Savin Juniper)			
15 to 18 ins., B&B... 15.00	125.00	....	....
18 to 24 ins., B&B... 17.50	....	....	....
JUNIPERUS VIRGINIANA BURKI (Burk Juniper)			
18 to 24 ins., B&B... 30.00	275.00	....	....
24 to 30 ins., B&B... 35.00	325.00	....	....
JUNIPERUS VIRGINIANA CANAERTI (Canaert Juniper)			
18 to 24 ins., B&B... 25.00	225.00	....	....
24 to 30 ins., B&B... 30.00	275.00	....	....

CONIFEROUS EVERGREENS—Continued

	Per 10	Per 100	Per 1000
JUNIPERUS VIRGINIANA HILLI (Hill Dundee Juniper)			
18 to 24 ins., B&B... \$27.50	\$250.00	....	....
24 to 30 ins., B&B... 30.00	275.00	....	....
JUNIPERUS VIRGINIANA KETELEERI (Keteleer Juniper)			
18 to 24 ins., B&B... 25.00	225.00	....	....
24 to 30 ins., B&B... 30.00	275.00	....	....
PICEA ABIES EXCELSA (Norway Spruce)			
15 to 18 ins., B&B... 17.50	150.00	....	....
18 to 24 ins., B&B... 20.00	175.00	....	....
24 to 30 ins., B&B... 22.50	200.00	....	....
TAXUS CUSPIDATA (Spreading Japanese Yew)			
12 to 15 ins., B&B... 27.50	250.00	....	....
15 to 18 ins., B&B... 30.00	275.00	....	....
18 to 24 ins., B&B... 35.00	....	....	....
TAXUS MEDIA BROWNI (Brown's Yew)			
12 to 15 ins., B&B... 30.00	275.00	....	....
15 to 18 ins., B&B... 32.50	300.00	....	....
18 to 24 ins., B&B... 37.50	350.00	....	....
TAXUS MEDIA HATFIELDI (Hatfield Yew)			
15 to 18 ins., B&B... 32.50	300.00	....	....
18 to 24 ins., B&B... 37.50	350.00	....	....
TAXUS MEDIA HICKSI (Hicks Yew)			
15 to 18 ins., B&B... 32.50	300.00	....	....
18 to 24 ins., B&B... 37.50	350.00	....	....
24 to 30 ins., B&B... 42.50	....	....	....
THUJA OCCIDENTALIS (Woodward Globe Arborvitae)			
12 to 15 ins., B&B... 12.50	100.00	....	....
15 to 18 ins., B&B... 15.00	125.00	....	....
18 to 24 ins., B&B... 17.50	150.00	....	....
24 to 30 ins., B&B... 20.00	....	....	....
30 to 36 ins., B&B... 22.50	....	....	....
THUJA OCCIDENTALIS PYRAMIDALIS (Pyramidal Arborvitae)			
24 to 30 ins., B&B... 20.00	175.00	....	....
30 to 36 ins., B&B... 22.50	200.00	....	....
3 to 4 ft., B&B... 25.00	....	....	....
THUJA OCCIDENTALIS NIGRA (Dark Green American Arborvitae)			
24 to 30 ins., B&B... 17.50	150.00	....	....
30 to 36 ins., B&B... 20.00	175.00	....	....
3 to 4 ft., B&B... 22.50	....	....	....

TSUGA CANADENSIS

(Canadian Hemlock)			
18 to 24 ins., full specimens, B&B ..	22.50	200.00	....
24 to 30 ins., full specimens, B&B ..	27.50	250.00	....
30 to 36 ins., full specimens, B&B ..	37.50	350.00	....
3 to 4 ft., full specimens, B&B ..	45.00	400.00	....

BROAD-LEAVED EVERGREENS

	Per 10	Per 100	Per 1000
BERBERIS JULIANAE (Wintergreen Barberry)			
15 to 18 ins., B&B... \$17.50	\$150.00	....	....
18 to 24 ins., B&B... 20.00	175.00	....	....
24 to 30 ins., B&B... 25.00	....	....	....

BROAD-LEAVED EVERGREENS—Continued

	Per 10	Per 100	Per 1000
ILEX CORNUTA BURFORDI (Burford Holly)			
15 to 18 ins., full B&B \$20.00	\$175.00	....	....
18 to 24 ins., full B&B 22.50	200.00	....	....
24 to 30 ins., full B&B 25.00	225.00	....	....
30 to 36 ins., full B&B 30.00	250.00	....	....
ILEX CRENATA CONVEXA (Bullata) (Convex-leaved Holly)			
12 to 15 ins., B&B... 17.50	150.00	....	....
15 to 18 ins., B&B... 15.00	175.00	....	....
ILEX CRENATA HETZI (Hetz Holly) (Japanese)			
12 to 15 ins., B&B... 15.00	125.00	....	....
15 to 18 ins., B&B... 17.50	150.00	....	....
18 to 24 ins., B&B... 20.00	175.00	....	....
ILEX CRENATA ROTUNDIFOLIA (Round-leaved Holly) (Japanese)			
12 to 15 ins.	12.50	100.00	....
15 to 18 ins.	15.00	125.00	....
18 to 24 ins.	17.50	150.00	....
24 to 30 ins.	22.50	200.00	....
ILEX OPACA (American Holly)			
(Native American Holly)			
18 to 24 ins., B&B... 20.00	175.00	....	....
24 to 30 ins., B&B... 22.50	200.00	....	....
30 to 36 ins., B&B... 25.00	225.00	....	....
3 to 4 ft., B&B... 30.00	....	....	....
4 to 5 ft., B&B... 40.00	....	....	....
MAGNOLIA GRANDIFLORA (Southern Magnolia)			
2 to 3 ft., B&B... 20.00	....	....	....
3 to 4 ft., B&B... 30.00	....	....	....
4 to 5 ft., B&B... 40.00	....	....	....
MAHONIA PINNATA (Fascicularis) (Cluster Mahonia)			
15 to 18 ins., B&B... 20.00	175.00	....	....
18 to 24 ins., B&B... 25.00	225.00	....	....
24 to 30 ins., B&B... 30.00	....	....	....
NANDINA DOMESTICA (Heavenly Bamboo)			
18 to 24 ins., B&B... 12.50	100.00	....	....
24 to 30 ins., B&B... 15.00	125.00	....	....
30 to 36 ins., B&B... 17.50	150.00	....	....
3 to 4 ft., B&B... 20.00	....	....	....
PYRACANTHA COCCINEA LALANDI 1-Gal. California			
green cans	12.50	100.00	....
5-Gal. egg cans	22.50	200.00	....
PYRACANTHA GOVERNMENT RED 1-Gal. California			
green cans	12.50	100.00	....
5-Gal. egg cans	22.50	200.00	....

DUG WHILE IN TIGHT BUD AND STORED IN MODERN REFRIGERATED WAREHOUSE UNTIL YOU WISH PLANTS SHIPPED.

MAGNOLIA SOULANGIANA NIGRA (Liliflora) (Purple Magnolia)			
2 to 3 ft., B&B	30.00	275.00	....
3 to 4 ft., B&B	35.00	300.00	....
MAGNOLIA SOULANGIANA (Saucer Magnolia)			
3 to 4 ft., B&B	35.00	300.00	....
4 to 5 ft., B&B	40.00	350.00	....
5 to 6 ft., B&B	50.00	....	....

FOREST NURSERY COMPANY, INC.

McMinnville, Tenn.

J. R. Boyd—President
Hiram Stubblefield—Superintendent

Phone: 2133

TAXUS CAPITATA • Seedling Grown



	Each Per 100
18 to 24 ins.	\$4.25
2 to 2 1/2 ft.	5.25
2 1/2 to 3 ft.	6.25
3 to 3 1/2 ft.	7.50

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Can supply in full trailerloads.

25 sold at 100 rate.

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Fairview, Pa.

BERRIED PYRACANTHA

Lalandi — Lowboy — Coccinea — Watereri

5-gal cans. First class. \$350.00 per 100

WELLS NURSERY

P. O. Box 141

Red Bank, N. J.

9:30 a. m.—“Use of Records To Increase Profits,” by Joseph H. Yeager.

10 a. m.—“The Value of Linear Programming in a Nursery Operation,” by Earl J. Partenheimer.

10:45 a. m.—“Tropical Plants for Southern Landscapes,” by Dr. E. W. McElwee, head, department of ornamental horticulture, University of Florida, Gainesville.

11:45 a. m.—Lunch.

1:30 p. m.—“Particle Size and Effectiveness of Limestones,” by Fred Adams.

2:15 p. m.—“Foliar Fertilization of Woody Ornamentals,” by Tok Furuta.

3:15 p. m.—“Evaluation of Diseases of Woody Ornamentals,” by Norman McGlohon.

4 p. m.—Tour of research plots and ornamental horticulture greenhouses and gardens.

7 p. m.—Dutch supper, Holiday Inn.

SEPTEMBER 7

8:30 a. m.—Tour of horticulture facilities in Funchess Hall.

9:30 a. m.—“Newer Ornamentals for Southern Landscapes,” by Fred Galle, Ida Cason Callaway Gardens, Pine Mountain.

10:45 a. m.—“Equipment Needed To Handle Landscape Jobs,” by Beaty Hanna, Landscape Services, Birmingham.

11:30 a. m.—“Correct Status of Roadside Development in Alabama,” by Holly Mitchell, state highway department.

CANADIAN HEMLOCK and BALSAM FIR

Northern-Grown

	Per 100	Per 1000
3 to 6 ins., S.	\$ 3.00	\$ 17.50
6 to 9 ins., S.	5.00	30.00
9 to 12 ins., S.	9.00	70.00
12 to 18 ins., S.	12.50	100.00
18 to 24 ins., S.	30.00	....

Freshly collected. Well rooted. Puddled and packed in sphagnum moss. Catalog of plants, ferns, evergreens on request.

WILLIAM CROSBY HORSFORD
Charlotte, Vt.

KANSAS PROGRAM

Details of the program for the annual convention of the Kansas Association of Nurserymen to be held September 6 and 7 at Umberger Hall, Kansas State University, Manhattan, Kan., have been released as follows:

SEPTEMBER 6

1:30 p. m.—Registration.

3 p. m.—“Landscaping in Other Areas,” by Charles Dedeurwaerder.

4 p. m.—Appointment of committees and announcements.

JIM FEENEY'S NURSERY

Bustleton Pike above Street Rd.
Feasterville, Pa.

These plants are fine specimens—tightly sheared and B&B, F.O.B. Feasterville.

Y E W S

	Cuspidata hicksi	intermedia hatfieldi	Brevifolia
12 to 15 ins.	\$1.00	\$1.50	\$1.75
15 to 18 ins.	1.50	2.00	2.25
18 to 24 ins.	2.00	2.50	2.75
24 to 30 ins.	2.50	3.50	....
3 to 4 ft.	4.00	....	....

5:30 p. m.—Chicken barbecue.

7:30 p. m.—“Package Nursery Stock vs. Container Stock,” panel discussion, with Joe Abrahamson, Harold Nickel and Gene Wilson, moderator.

SEPTEMBER 7

9 a. m.—Call to order and welcome, by Dr. Robert Ealy.

9:30 a. m.—“Operation—Sell,” by Tony Manhardt.

10:35 a. m.—“Succeed Through Credit,”

11:30 a. m.—“Washington and the A. A. N.,” by George Rose.

12 m.—Lunch, Student Union building.

[Continued on page 28]

Nurserymen—take these 3 easy steps to profitable nursery-stock production



Plant on right received one tablespoonful of "Uramite". This plant will sell faster and bring a better price. Note larger leaves and improved compactness, compared with the conventionally fertilized plant on left.

1. Nitrogen feeding with Du Pont URAMITE®

ureaform fertilizer

Nitrogen is the most important single element in your fertilization program. "Uramite" ureaform fertilizer releases nitrogen to your stock at the slow, steady rate that assures healthy, sturdy growth and vitality. It's odorless, clean, free-flowing and easy to apply. To make sure all your nursery stock, indoors and out, gets the nitrogen it needs, apply Du Pont "Uramite".



The second row was sprayed with "Kloben". It is weed-free and will not have to be hand-hoed or cultivated. No danger of mechanical injury from cultivation or weed overgrowth in wet weather.

2. Weed Control with Du Pont KLOBEN®

neburon weed killer

Control chickweed, crabgrass, lamb's-quarters and other weeds and grasses in such plantings as arborvitae, forsythia, honeysuckle, juniper, privet and yew with Du Pont "Kloben" neburon weed killer. "Kloben" eliminates the danger of mechanical injury from hoeing or cultivation. And weed elimination reduces dieback of lower branches, assuring more symmetrical growth.



This young apple tree is not saleable now because it has been severely damaged by rabbits. One application of "Arasan" 42-S, costing a few pennies, would have protected this investment.

3. Protection from deer and rabbits with Du Pont ARASAN® 42-S

thiram fungicide and repellent

Stop animals from damaging your stock. Apply Du Pont "Arasan" 42-S repellent to fruit trees, ornamentals, shrubs and other field plantings. "Arasan" 42-S is easy to apply, either with a brush or as a spray. One application will keep gnawing animals at bay for three to six months.

These three Du Pont products for nursery production will make your job easier and help you improve the quality of your stock. See your dealer now.

On all chemicals follow labeling instructions and warnings carefully.



BETTER THINGS FOR BETTER LIVING... THROUGH CHEMISTRY

NURSERY PRODUCTS



Make your sales bloom the year 'round! **plant your advertising in**

Next year's spring fever starts in January, when American Home comes out with its 3rd Annual Garden Guide issue. As before, this bumper edition will be a prime showcase for new plants and flowers. It will give news, views and down-to-earth advice on how to cultivate better, more attractive gardens. But there's a built-in extra, too! It's Dr. Henry T. Skinner's prize-winning Plant Hardiness Zone Map, appearing in color for the first time in any national

consumer publication. This remarkable multi-page article keys all the country's most popular plants to the coldest and warmest zones in which they can thrive. Every American Home gardener—amateur or professional—will treasure it as a permanent reference. □ Creative new ideas in gardening will be presented by Ted Weston and Gretchen Harshbarger, of American Home's editorial staff. Both Ted and Gretchen hold coveted "Asta" awards for



ng in january american home

excellence in horticultural journalism. In the January issue these widely known specialists will apply their know-how to finding practical solutions for prevalent gardening problems. And they'll offer plenty of stimulating suggestions for the best spring planting yet. □ Chances are that Garden Guide readers won't wait till spring to start their planning and purchasing. Smart advertisers won't wait, either. It's the year's most exciting opportunity to create de-

mand for your catalogues...and your products. It's a year-long opportunity, too. American Home readers will be digging into it again and again for advice, reference and ideas. Reach them when they're seriously seeking suggestions. Plant your message in the January issue of American Home.

READ BY 3,750,000 FAMILIES

January closes: Color, October 20—B/W, November 4

PIKES PEAK NURSERY STOCK

**Quality Seedlings
and Transplants
for Your Big Fall
Planting Plans**



SCOTCH PINE

	Per 100	Per 1000
(Pinus sylvestris)		
(2-0), 2-yr., S., 4 to 6 ins. . .	\$ 2.50	\$ 15.00
(3-0), 3-yr., S., 5 to 12 ins. . .	3.75	25.00
(3-0), (German), 3-yr., S., 10 to 18 ins.	3.75	25.00

WHITE PINE

	Per 100	Per 1000
(Pinus strobus)		
(2-0), 2-yr., S., 3 to 5 ins. . .	3.00	20.00
(3-0), 3-yr., S., 5 to 10 ins. . .	4.50	30.00
(4-0), 4-yr., S., 8 to 16 ins. . .	6.00	40.00
(2-2), 4-yr., T., 6 to 12 ins. . .	8.25	55.00

COLORADO BLUE SPRUCE

	Per 100	Per 1000
(Picea pungens)		
(2-0), 2-yr., S., 4 to 6 ins. . .	3.75	25.00
(3-0), 3-yr., S., 5 to 10 ins. . .	6.00	40.00
(4-0), 4-yr., S., 8 to 14 ins. . .	7.50	50.00
(2-2), 4-yr., T., 5 to 10 ins. . .	12.00	80.00
(2-3), 5-yr., T., 8 to 14 ins. . .	17.50	125.00

NORWAY SPRUCE

	Per 100	Per 1000
(Picea abies)		
(2-0), 2-yr., S., 4 to 8 ins. . .	\$ 3.00	\$ 20.00
(3-0), 3-yr., S., 6 to 12 ins. . .	4.50	30.00
(4-0), 4-yr., S., 10 to 15 ins. . .	6.00	40.00
(2-2), 4-yr., T., 8 to 15 ins. . .	9.00	60.00

DOUGLAS FIR

	Per 100	Per 1000
(Pseudotsuga taxifolia)		
(2-0), 2-yr., S., 4 to 7 ins. . .	3.75	25.00
(3-0), 3-yr., S., 5 to 10 ins. . .	5.00	35.00
(4-0), 4-yr., S., 8 to 14 ins. . .	6.50	40.00
(2-2), 4-yr., T., 6 to 10 ins. . .	9.75	65.00

BALSAM FIR

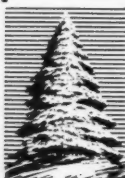
	Per 100	Per 1000
(Abies balsamea)		
(3-0), 3-yr., S., 5 to 10 ins. . .	7.50	50.00
(2-3), 5-yr., T., 5 to 10 ins. . .	15.00	90.00

CANADIAN HEMLOCK

	Per 100	Per 1000
(Tsuga canadensis)		
(2-2), 4-yr., T., 5 to 12 ins. . .	15.00	90.00

We also have a large selection of Ornamentals, Shrubs, Shade Trees, Flowering Trees and Nut Trees. Special Discount to—landscapers, licensed dealers and nurserymen.

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EVERGREENS • SHRUBS • NUT TREES • FRUIT TREES
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Also complete list of B&B and lining-out stock for fall, 1961, shipment.

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OPERATING A GARDEN CENTER, by John J. Pinney. Articles reprinted from American Nurseryman. 128 p., illus. (1957) \$3.00
American Nurseryman, 343 S. Dearborn St., Chicago 4, Ill.

1:15 p. m.—Business meeting.
2:15 p. m.—Kansas delegate report, by Ralph Ricklefs.
2:40 p. m.—“Horticultural Specialties,” by J. E. Palleson.
3:10 p. m.—“First Legislative Conference,” by Guy Mathews.
3:30 p. m.—“Merchandising for More Net Profit,” by Tony Manhardt.
4:15 p. m.—Adjournment.

CHOOSE FLORIDA SITE

The Pennsylvania hotel, West Palm Beach, Fla., was chosen this year as headquarters for the annual trade meet of the Florida Nurserymen and Growers Association, announces James Griffin, F. N. G. A. executive secretary. Dates set for the meeting are October 13 to 15.

ARIZONA PROGRAM

A panel of out-of-state nurserymen discussing merchandising and a talk on financing will be featured at the annual convention of the Arizona Nurserymen's Association, to be held September 11 to 13 at the Royal Road resort hotel, Nogales, Ariz. A program of “Fun and Education,” the theme of the meeting, is scheduled, including a Mexican tour for the ladies. Details of the program follow:

SEPTEMBER 11

1 p. m.—Registration. Golf tournament, at Meadow Hills Country Club.
6 p. m.—Get-together party.
7 p. m.—Dinner, with Earl Upham, master of ceremonies.

SEPTEMBER 12

9 a. m.—Wilbur R. Hague, Hague Nursery, Tucson, president, A. N. A., master of ceremonies.
“Native Plants,” by Verne Owen, Owen Nursery & Landscape Service, Tucson.
“Test Plants at University of Arizona Experimental Farms,” by James Wheat, president, Phoenix chapter, A. N. A.
10:50 a. m.—“Advertising,” by Lou Czufin, California Chemical Co., Richmond, Calif.
12 M.—Lunch.
1:30 p. m.—“Merchandising and Problems,” panel discussion, with James Wheat, moderator, and Ralph Callaway, Callaway Nursery, Carlsbad, N. M.; Pat Rowland, Rowlands Nursery & Sprinkler Co., Albuquerque, N. M., and Cab Siemann, Green Thumb Garden Center No. 2, El Paso, Tex., panel membership.
3:15 p. m.—Plant forum, with Ralph McPheeters, moderator.
4:30 p. m.—“Financing for Nurserymen,” by Holden W. Olsen, vice-president, Southern Arizona Bank & Trust Co.
8 p. m.—Banquet, with D. Johnson, master of ceremonies.

SEPTEMBER 13

9 a. m.—John Harper, Harper's Nursery, vice-president, A. N. A., master of ceremonies.
“Landscaping Designing,” by James Hostetter, A. L. A.
10:45 a. m.—Address, by W. T. Mendenhall, state entomologist.
11:45 a. m.—“Pesticides,” by Lowell

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▲ Case 430 Utility Loader with quick-change attachments mechanizes "101" different chores for less than \$6.00 per day (installment plan after usual down payment).



▲ Cut sod-handling costs — If you grow sod or handle large-area sodding, check this time- and wage-saver. Case 430 Fork Lift loads and unloads trucks, carries sod on pallets in fields, over roads. Speeds to 21 mph on high-flotation, bump-cushioning tires.

STEP-UP your profit by mechanizing many additional hand-labor jobs with Case 430 Utility Loader. Whether you specialize in growing, retailing, or landscape work, you'll reduce work-time for more tasks, save wages and gain machine-time for added profitable work. The Case 430 costs a lot less than one man's wages for a year. Yet it out-works a crew of several hand workers ... out-produces similar-size competitive rigs because it works fast and handles more kinds of work with its big variety of interchangeable tools.

All-around handyman Case 430 replaces hand-labor on dirtmoving, grading, soil preparation, mixing, materials and stock handling, and "101" other chores. Powered by high-torque Case gas or diesel engine, the basic loader digs easily, gets heaped bucketloads fast, maneuvers smoothly in close quarters, lifts high for quick dump-and-go when loading big trucks. And in only a few minutes you can quick-change to a pallet fork, dozer, crane boom or snow bucket on the front — for special materials and stock handling or off-season jobs.

Any rear tool you'll want. The all-purpose blade with scarifier-scraper (illustrated above) is only one of a score of rear tools available for general or specialized tasks. You can also equip your 430 with 6' center-mounted rotary, or side cutter-bar mower ... either operable at same time as the loader. 10' rear backhoe may also be added.

Try a 430 on your work. See how it saves time and "sweat" on a large share of your work. Ask your Case Dealer for free demonstration. Or write for full information to J. I. Case Co., Dept. J1611, Racine, Wis. CU-L-275

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TRANSPLANTED EVERGREENS

	Per 1000
American Arborvitae, 4-yr. transplants (2-2), 5 to 10 in.	\$ 70.00
Balsam Fir, 5-yr. transplants (2-3), 6 to 12 in.	80.00
Balsam Fir, 4-yr. transplants (2-2), 4 to 7 in.	70.00
Douglas Fir, 4-yr. transplants (2-2), 5 to 8 in.	70.00
Fraser Fir, 4-yr. transplants (2-2), 4 to 6 in.	70.00
Mugho Pine (dwarf), 4-yr. transplants (2-2), 3 to 6 in.	80.00
Red Pine, 4-yr. transplants (2-2), 6 to 10 in.	65.00
Scotch Pine (Austrian Hill), 4-yr. transplants (2-2), 15 to 20 in.	65.00
Scotch Pine (French Highlands), 3-yr. transplants (2-1), 4 to 8 in.	60.00
Scotch Pine (South Sweden), 3-yr. transplants (2-1), 4 to 8 in.	60.00
Scotch Pine (Spanish), 4-yr. transplants (2-2), 12 to 18 in.	65.00
White Pine, 4-yr. transplants (2-2), 6 to 12 in.	75.00
Black Hill Spruce, 5-yr. transplants (2-3), 6 to 12 in.	80.00
Colorado Blue Spruce, 5-yr. transplants (2-3), 6 to 12 in.	135.00
Norway Spruce, 5-yr. transplants (2-3), 8 to 15 in.	75.00
Norway Spruce, 4-yr. transplants (2-2), 5 to 10 in.	65.00
White Spruce, 5-yr. transplants (2-3), 10 to 15 in.	75.00
White Spruce, 4-yr. transplants (2-2), 6 to 12 in.	65.00

SEEDLINGS (Not Guaranteed)

Douglas Fir, 4-yr. seedlings (4-0), 5 to 10 in.	30.00
Scotch Pine (South Sweden), 3-yr. seedlings (3-0), 8 to 15 in.	20.00
Colorado Blue Spruce, 4-yr. seedlings (4-0), 5 to 10 in.	40.00
White Spruce, 2-yr. seedlings (2-0), 3 to 5 in.	20.00

(All three and four-year seedlings root-pruned)

Terms

Cash with order; or one-half cash with order, balance C.O.D. All prices F.O.B. Fryeburg, Maine, net; no discounts. 250 trees of any one kind and size at the 1000 rate. For less than 250 of one kind, ask for retail price list. No extra charge for boxes or packing.

Our Guarantee

90 PER CENT OF ALL TRANSPLANTS SOLD at regular wholesale prices as quoted in this list are guaranteed to live. Replacements will be made free of charge for any losses in excess of 10 per cent of the number purchased, provided we are notified of such losses by October 1, 1962. (Seedlings not guaranteed.)

If they are grown in Maine they will grow anywhere.
Write or phone for complete list of stock.



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11:45 a. m.—Business session.

12:30 p. m.—Lunch; introduction of 1962 officers.

2 p. m.—Adjournment.

INDIAN SUMMER SESSION

Wayne Melott, Carlton Nursery, Forest Grove, Ore., who is chairman for the annual Gearhart meeting of nurserymen, announced this week that the name for the annual meeting was changed to the northwest nurserymen's Indian summer session and that greater emphasis is to be placed on inviting nurserymen from throughout the Pacific northwest to attend.

Dates for the meeting are September 18 to 20, but the committee has arranged for check-in privileges on Sunday afternoon, September 17, for those who wish to arrive earlier. Those who are bringing children and wish to have baby-sitting services will be accommodated, he said.

Golf, horseback riding, a chuck wagon dinner, dancing, bridge, pinochle, swimming, ping-pong and shuffleboard are in the program. Featured speakers will be A. A. N. President L. H. (Bud) McGuire; Erwin Fowler, Milton Nursery, Milton-Freewater, Ore., president of the Oregon Association of Nurserymen, and Dr. Leonard Dunlap, Washington county director of civil defense.

One of the big events of the annual meeting is the fun night, which this year carries the theme of "Nursery Rhymes." It is a costume affair, and the costumes will be judged. In charge of the entertainment for the evening is Mrs. Betty Abbott, Abbott's Green Thumb, Portland. At the luncheon on the final day awards will be made for winners of the golf tournament between Oregon and Washington nurserymen and for other events.

C. H. P.

WESTERN PROPAGATORS

The executive committee of the Plant Propagators Society, Western chapter, met at the Hilton Inn at the San Francisco International airport and confirmed October 25 to 27 as the dates of the second annual meeting. The sessions will again be held at the Asilomar conference grounds, at Pacific Grove.

Herman Sandkuhle, Sunset Nurseries, Oakland and Danville, is general chairman of the meeting and will set up the program. Attendance will be limited to members. Membership committee chairman is



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W. B. B.

HOLLY SOCIETY MEETING

Members of the Holly Society of America have chosen Williamsburg, Va., as the site for their annual fall meeting this year. Charles A. Young, H. S. A. secretary, announces that the meeting is scheduled for November 9 and 10.

CHICAGO HOTEL PLANTING

The first of 100 trees, 700 bushes and 2,000 flowers and vines were planted recently in ceremonies marking the start of landscaping at the new Water Tower Inn., Chicago, Ill. The plant material will be installed on a third floor outdoor garden terrace as well as in streetside plantings about the 16-story hotel, which is nearing completion opposite the old water tower on Chicago's north Michigan avenue.

Officials of the hotel and of the Greater North Michigan Avenue Association began the landscape project by planting a group of flowers in one of 30 planters fronting the hotel on Michigan avenue. The planting for this frontage will include alpine currant hedges, Moraine locust, flowering crab apples, red barberry and Hatfield yews. Around the corner along the Chicago avenue frontage, 50 planters filled with evergreens will be featured, and garden areas near the curb will be planted to flowering crab apples and red barberry.

Amling's Flowerland, Maywood, Ill., landscape contractor, reports that this is the first time in its experience that 25-foot locust trees will be planted on a Chicago roof. The trees will be part of the planting on the third floor garden terrace, which will feature a waterfall and swimming pool.

Thirty-two tons of cut Lannon stone for the garden walls and 320 cubic yards of soil will be used in landscaping the 12,000 square foot terrace. The ultramodern hotel, of curtain-wall construction, is expected to open during the month of September.

RENAMED Lee's Garden Corner by new owner Lee Hatch is the Reed & Cross Garden Center, Eugene, Ore. Former owners Reed Vollstedt and Ed Cross will continue to operate another garden center at 160 Oakway road, in the Willakenzie area.



A portion of more than 35 miles of four-foot wide seed beds at Suncrest Evergreen Nurseries. At left, Mr. Kopach examines root structure of hearty, fast growing seedlings from weed-free, disease-free soil.

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COVER ILLUSTRATION

Sorbus Alnifolia

The Korean mountain ash is one of the most ornamental of the entire sorbus clan. It was first introduced into America by the Arnold Arboretum in 1892. The old tree pictured on the cover has been growing at the arboretum since 1896 and has performed extremely well over the years. It can grow 60 feet high; young trees are densely pyramidal in shape and make splendid specimens. Older trees tend to become oval in outline.

The small white flower clusters are about five inches in diameter, but are made up of individual



Foliage and Blooms of *Sorbus Alnifolia*

flowers three quarters of an inch to an inch in diameter—among the largest of the sorbus blooms. The leaves are simple, not compound as in most sorbus species, oval and a dark lustrous green above, turning a rich orange to scarlet in the fall. In fact, it can be considered one of the better trees for its fall coloring.

The fruits are scarlet to orange berries about three eighths of an inch in diameter and outstanding in the fall. These, combined with the autumn foliage color, certainly make this tree one for use where fall colors are wanted.

Perfectly hardy in zone 5 and in the vicinity of Boston, Mass., it has one other marked ornamental asset, and that is its bark. This, on the trunk and older branches, is a dark gray color, similar to that of the European beech. Because of this bark the tree has added interest all winter long.

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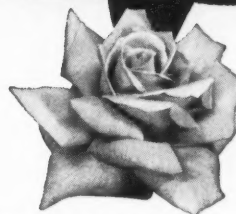
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So, with its profuse spring flowers, its lustrous foliage, excellent autumn color and fruits and its splendid dark gray bark in the winter, Sorbus alnifolia is one of the best in the genus for good ornamental effects every season of the year. It is also to be considered as one of the best of the ornamental flowering and fruiting trees. Incidentally, a note of interest to the grower is that it is easily reproduced by seed and grows rapidly to salable size.

Donald Wyman

TREE SALE PROMOTION

A clever tie-in with a barbecue contest recently earned recognition and several sales inquiries for the Homedale Nursery, Minneapolis, Minn.

The nursery specializes in large tree sales and was called upon for an exhibit for a barbecue contest at a nearby shopping center. Although the season was wrong for large trees the nursery exhibited a balled silver maple on a shopping center sidewalk. An attached sign suggested: "Barbecue in the Shade of a Homedale Tree."

The tree drew considerable attention during the barbecue contest, according to Homedale officials. One of the contestants grilled a beef roast directly under the tree. The silver maple was five inches in diameter and had a planted price of \$125, with a full year's guarantee.

The barbecue contest is an annual event at Knollwood shopping center, and Homedale Nursery, located a few blocks west of the center, is a recent member of the Knollwood merchants' group. Thirty-two amateur chefs grilled roasts for the top prize of a week's vacation at a Minnesota resort and the right to the title "King of the Back-yard Barbecue."

The promotion was highly successful and drew 10,000 persons to the shopping center during the event. Three patrolmen were required to handle sidewalk traffic during the contest. Parking lot attractions at the event included a display of an Ajax missile and a live seal exhibition.

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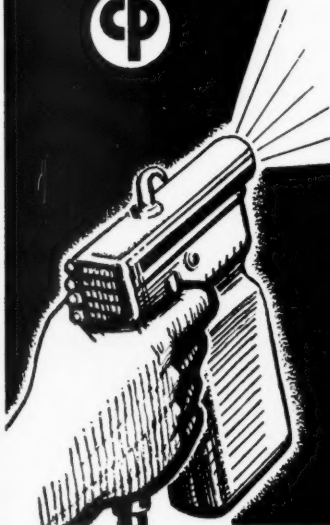
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THIS BUSINESS OF OURS

Reflections on the Problems of Nurserymen

By E. Sam Hemming

COLOR FOR LATE SUMMER

It is against the nature of the annual cycle of plants to offer a profusion of color in the latter half of the summer. Yet it is natural for the gardener to wish to spread the season's bloom over as long a period as possible. In addition, the gardener or homeowner in some areas is much more interested in results at that time of year. This is particularly true of resort areas or where the home is occupied for only part of the year.

A sufficient amount of color can be obtained by planting annuals, certain herbaceous perennials and roses, but some customers want emphasis on flowering shrubs and trees. While the list is limited, a good measure of color can be obtained if it is used to the fullest. An analysis of plants which bloom in July and August will show that they belong to two general groups: One contains a fair list of shrubs that have been "pushed" up from the south; the other includes plants that are halfway between woody shrubs and herbaceous perennials.

Late-Blooming Woody Shrubs

Among the woody shrubs that bloom late are crape myrtle, vitex, double-flowered pomegranate, *Magnolia grandiflora*, *Sophora japonica* and the abelias. Crape myrtle almost can be made into a garden in itself. It comes in shades of colors from white and lavender to pink, purple and red and blooms from one to three times a year.

While it is hardy in only about one half of the country, a lot more can be done with it than has been done, even further north. This plant, frozen to the ground, will sprout again and bloom. There is no reason why northern gardeners cannot plant it in the spring and have it bloom that fall. It likes the sunniest and warmest corner possible, although plants can be brought into a cool greenhouse or any building. They also can be handled as tubbed or container plants and are cheap enough to replace each year.

Vitex is hardier than crape myrtle and, with its deep blue flowers, insures a splash of color in the border. The pomegranate is as tender as crape myrtle although not so versa-

tile, since it is likely to refuse to bloom for two or three years until it is well established. The abelias are extremely satisfactory late-blooming shrubs, lasting longer than the others, often until as late as October. They are precocious bloomers, too, and can be counted on to bloom the first year.

The semiwoody shrub list is more elastic and includes the butterfly bushes, the Japanese hydrangeas, caryopteris and the hypericums. The butterfly bushes have been extensively hybridized, so that now the color range is white, pink, lavender, red and purple. A shrub border of them makes a bright show. The hydrangeas have been extensively developed and planted, particularly in seashore areas. They have also been developed considerably for florists, with some that are of interest for outdoor use.

As time goes on, there will be other such plants developed or

brought north. My firm has tried two, the shrub fuchsias and one of the hybrid ceanothus, and although they failed the first time, the failure was marginal. It can be expected that increasingly hardy ones will be tried.

There is one field of late-blooming possibilities that, to my knowledge, has not been worked on at all, with one possible exception. This group would offer the best chance for late bloomers for northern gardeners. Certain plants have a tendency to form buds for the next spring's bloom early in the year and then, if the season is right, produce sporadic flowers in the early fall. This sporadic blooming tendency was used to produce the repeat bloomers in climbing roses.

If the same degree of effort were used on certain flowering shrubs or trees I think some surprising results might be obtained. The flowering apples, quinces and lilacs might be possibilities. The only plant I know of in which this tendency has been emphasized is the philadelphus, which now numbers among its members varieties that bloom sporadically during the whole summer.

The two types of hibiscus, the althea and the mallows, are good possibilities, too. Considerable work



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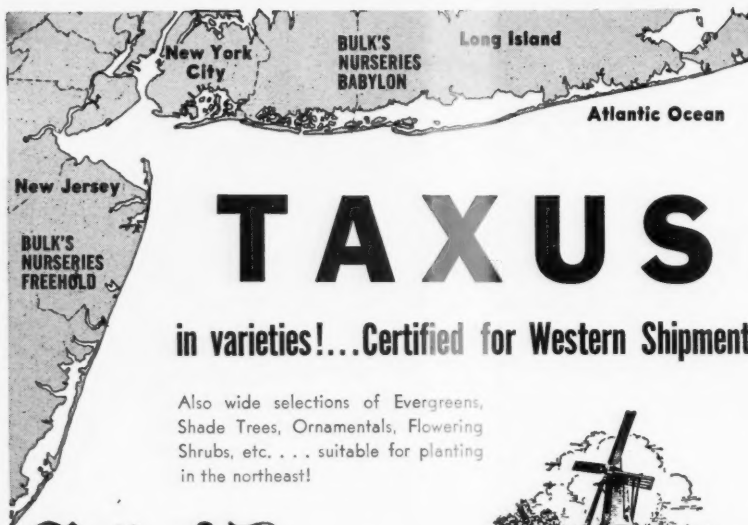
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has been done on the latter and some new types of althea have been introduced, which has stirred interest in them. Gardens need additional subjects to supply late bloom and any new introductions will receive a good trial.

LABEL IMPORTED GOODS

A cease and desist order issued by the federal trade commission and published in the Federal Register August 3 emphasizes certain requirements on packaging and labeling imported goods which warrant consideration by nurserymen so as to avoid future difficulties in the sale of flower bulbs.

This decision requires that all containers of imported bulbs be clearly marked with the country of origin of the contents thereof. Packages which are imported from foreign countries must, by customs regulations, be marked with country of origin prior to importation. If packaging is done in the United States, such packages must indicate country of origin of the contents.

The F. T. C. cease and desist order referred to here was directed against a distributor-wholesaler but has equal application to retailers and dealers. The order directed the respondent to forthwith cease and desist from:

"1. Representing, directly or indirectly, in advertising or in labeling that products manufactured in Japan or in any other foreign country are manufactured in the United States.

"2. Offering for sale or selling products which are, in whole or in substantial part, of foreign origin, without clearly and conspicuously disclosing on such products and, if the products are enclosed in a package or carton, on said package or carton, in such a manner that it will not be hidden or obliterated, the country of origin thereof.

"3. Furnishing or otherwise placing in the hands of retailers or dealers in said products the means and instrumentalities by and through which they may mislead or deceive the public in the manner or as to the things hereinabove inhibited."

Displays Affected

No display material used in connection with the sale of flower bulbs may imply that the items come from a country other than that of their true origin. Should the display material, such as posters and color prints, suggest to the buying public that Holland bulbs are being sold, it would be contrary to federal regu-

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Heavy duty. Double
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Red, green, yellow,
orange, blue, white.

REMOVABLE
PLASTIC
CARD

PERMANENT
PLOT MARKERS

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Inserts in 24-in. alu-
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changeable. 50c ea.



TY-ON AND
STICK-IN
PLASTIC LABELS

Durable, waterproof.
6 fadeproof colors.
Imprinting addition-
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Patented locking device assures you a permanent, easily attached, adjust-
able label. Minimizes girdling the canes of either soft or hard wood
plants. Guards against loss of labels. Absolutely waterproof. Will not
wilt in hot weather.

Plain or varieties imprinted permanently

Add \$2.00 to imprinted prices if imprinting is desired on both sides.
Trade-marks billed at cost. Photos or black-and-white drawings must accom-
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least expensive way possible—unless otherwise specified. All shipments
F.O.B. DAYTONA BEACH, FLA.

Available in 6 fadeproof colors . . . RED, GREEN, ORANGE, YELLOW, BLUE, WHITE

	Per 1000	Imprinted Per 1000	Weight
No. 25 (1/2x5 ins.)			
1000 to 4000	\$5.50	\$7.00	
5000 to 9000	4.75	6.25	1/4 LBS.
10,000 to 49,000	4.00	5.50	
50,000 to 99,000	3.25	4.75	PER 1000
100,000 or more	2.50	4.00	
No. 87 or 87C (3/4x7 ins.)			
1000 to 4000	7.50	9.00	
5000 to 9000	6.50	8.00	2 1/4 LBS.
10,000 to 49,000	5.50	7.00	
50,000 to 99,000	4.75	6.25	PER 1000
100,000 or more	4.00	5.50	
No. 47 or 47C (3/4x7 ins.)			
1000 to 4000	8.50	10.00	
5000 to 9000	7.50	8.75	3 LBS.
10,000 to 49,000	7.00	7.75	
50,000 to 99,000	6.25	7.00	PER 1000
100,000 or more	5.50	6.25	

87C and 47C in the above price list indicates "V" notch.

YOUR NAME HERE PRICE

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ECONOMY LABEL SALES CO. INC.

ENCLOSED FIND \$..... FOR WHICH YOU MAY SHIP
THE FOLLOWING ITEMS CHECKED BELOW BYEXPRESS;
.....PARCEL POST;MOTOR FREIGHT;BEST WAY.

YOUR NAME (print)

CITY..... ZONE..... STATE.....

STREET NO..... R.F.D..... BOX.....

SHIPPING POINT..... COUNTY.....

PLASTIC "SLIP-ON" LABELS (if different from post office)

SIZE	QUANTITY	IMPRINT NAME & ADDRESS	IMPRINT VARIETIES	IMPRINT TRADE-MARK	PRICE
NO. 25					
NO. 87					
NO. 87C					
NO. 47					
NO. 47C					

IMPRINT MY "SLIP-ON" LABELS AS FOLLOWS:

*A VARIETY LIST IS ENCLOSED.....(yes or no).

Made in U. S. A.



"SLIP-ON"[®]
E-Z LABEL
NO. 2

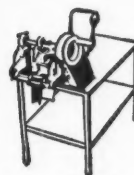
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lost labels in FIELD
and STORAGE. It is
quickly applied and
will accommodate
Canes up to 1/4 inch.

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Company Name.....
Address.....
City..... State..... Zip.....
Phone.....
E-mail.....
Fax.....
Web.....
Site..... Price.....

TALKING PLOT
MARKER PLASTIC
CARDS

\$15.00 per 100 which
includes one can of
self-spraying plastic.
Can be used in our
aluminum plot mark-
er stakes.



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MACHINES

Imprints permanent-
ly 9000 plastic labels
per hour. Automatic,
compact. Rugged de-
sign. Terms avail-
able.

CHAPMAN'S NURSERY

553 Church St. Indiana, Pa.

Per 100 Per 1000

Scotch Pine

(2-0), 2-yr., S., 4 to 8 ins. \$ 3.00 \$ 20.00
(3-0), 3-yr., S., 10 to 16 ins. 5.00 25.00

Austrian Pine

(3-0), 3-yr., S., 5 to 10 ins. 3.00 20.00
(3-0), 3-yr., S., 10 to 14 ins. 5.00 25.00

Mugho Pine

(3-0), 3-yr., S., 3 to 5 ins. 5.00 25.00
(4-0), 4-yr., S., sheared, 5 to 9 ins. 8.00 45.00
(3-2), 5-yr., T., 5 to 10 ins. 30.00

Norway Spruce

(3-0), 3-yr., S., 5 to 10 ins. 3.00 20.00
(3-0), 3-yr., S., 10 to 14 ins. 5.00 25.00
(4-0), 4-yr., S., 14 to 20 ins. 8.00 40.00

Colorado Blue Spruce

(2-0), 2-yr., S., 4 to 6 ins. 3.00 20.00
(3-0), 3-yr., S., 5 to 10 ins. 5.00 25.00
(4-0), 4-yr., S., 10 to 14 ins. 8.00 45.00
(3-2), 5-yr., T., 5 to 10 ins. 12.00 90.00

Black Hills Spruce

(3-2), 5-yr., T., 10 to 14 ins. 12.00 90.00
(3-3), 6-yr., T., 14 to 20 ins. 15.00 125.00

Douglas Fir

(2-0), 2-yr., S., 4 to 8 ins. 3.00 20.00
(3-0), 3-yr., S., 8 to 12 ins. 5.00 25.00
(3-2), 5-yr., T., 10 to 14 ins. 12.00 90.00

Concolor Fir

(2-0), 2-yr., S., 4 to 7 ins. 5.00 25.00
(3-2), 5-yr., T., 8 to 12 ins. 12.00 90.00

American Arborvitae

(3-0), 3-yr., S., 4 to 8 ins. 5.00 25.00
(3-2), 5-yr., T., 6 to 12 ins. 8.00 55.00
(3-3), 6-yr., T., 14 to 20 ins. 15.00 100.00

Canadian Hemlock

(3-3), 6-yr., T., 10 to 14 ins. 20.00 100.00
(3-3), 6-yr., T., 14 to 20 ins. 30.00 150.00

ATTENTION

100,000, more or less, *Taxus* in varieties—6 to 7 yrs., 3 times transplanted, well trimmed, A-1 quality stock. Plus 10,000 *Juniperus pfitzeriana*—12 to 18 ins. and larger, well sheared, several times transplanted. Also, about 200,000 *Cornus florida*—strong 2-yr. seedlings. Must be moved by May 1, 1962, since land is to be vacated for development.

List on request. Come and see us.

We also have very large quantities of liners to offer in sizes from rooted cuttings and grafts up to 3 and 4-yr.

Verkade's Nurseries, Inc.
Wayne, N. J.

"Treats Trees"

TAXUS

Nigra, Densiformis, Browni, Hicksi

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R. F. D. No. 2 Manchester, Conn.
Phone: Mitchell 9-2377

HEMLOCK

Rhododendron • Kalmia • Azalea

CURTIS NURSERIES
CALICOON, N. Y.

HAVE YOU TRIED PERENNIALS? by C. H. Potter. Important information for the grower. 160 p., illus. \$3.00.
American Nurseryman Chicago 4

lations for bulbs originating in other countries or the United States to be sold in connection with said display.

Dutch bulb distributors are reminding retailers who put Holland bulbs into a package, a bag or any other container for sale that they must indicate on the package the fact that the bulbs are a "Product of Holland."

DATA ON PLANT PAIR

In a panel discussion on new and unusual plants during the program of the Trenton meeting of the New Jersey Association of Nurserymen early this year, Edward Wyckoff, Red Spade Nursery, Morristown, N. J., president of the North Jersey Metropolitan Nurserymen's Association, presented a group that included *Ilex opaca* Pincushion and *Pieris japonica* Dorothy Wyckoff. To the descriptive notes given in the original report, Mr. Wyckoff has submitted additional interesting comments on these two plants as follows:

"*Ilex opaca* Pincushion was found as a chance seedling in 1947. It is a female plant, which produces a good crop of light red berries each year. It is unusual in that it holds its leaves at least two years, resulting in the plant's having a very compact appearance. The form is basically wider than tall. The parent plant is now 30 inches high and four and one-half feet wide.

"*Pieris japonica* Dorothy Wyckoff is a little slower in growth than regular *Pieris japonica*. When the flower buds are formed in fall, they take on a rose color, and as the season progresses through the winter, the buds become a deep rose to blood-red color."

The summer color of the foliage of this *pieris* is a good, glossy green, writes another observer. In a sunny location, the foliage will take on a reddish color in the winter (much like mahonia and leucothoe). The more sun, the deeper is the red color. The new spring growth is quite a bright red or reddish color (much like *Pieris forrestii*). The flowers are a good, pale pink color. The plants came through the winter with no burn or apparent harm, even after -16 degrees Fahrenheit temperature.

APPOINTED to fill the vacancy on the executive and legislative committee of the Connecticut Nurserymen's Association caused by the resignation of W. Norman Leghorn is Wallace R. Pierson, Jr., A. N. Pierson, Inc., Cromwell.

ENKIANTHUS CAMPANULATUS

Can be transplanted into beds now. For those desiring a different kind of plant for the shrub border or ericaceous plantings we recommend *Enkianthus campanulatus*. Red stems, dark green leaves, cream to pink bell-like flowers that are useful for flower arrangements and a scarlet fall foliage.

8 to 12 ins., T. . . \$15.00 per 100
12 to 15 ins., T. . . 25¢ each

LEUCOTHOE CATESBAEI

A good broad-leaved evergreen that grows in dense shade: lily-of-the-valley like flowers, reddish-bronze foliage in winter. Contrasts well with azaleas and rhododendrons. Fine for flower arrangements. 6 to 8 ins., T., 15¢ each. 8 to 10 ins., T., 20¢ each. Can be transplanted now.

VIBURNUM RHYTIDOPHYLLUM

Leather-leaved *Viburnum*: large, leatherlike evergreen leaves, red berries. Much used for flower arrangements. 6 to 8 ins., T., 25¢ each. 4 to 6 ins., R.C., 15¢ each.

Send for list of other choice plants.

ALANWOLD NURSERY
Neshaminy, Bucks Co., Pa.

TAXUS HENRYI and BROWNI LINERS

Heavy, 7-yr., XXX, sheared, 18 to 22 ins., \$85.00 per 100.

Free Packing, cash with order, please.

BROOKFIELD GARDENS
U. S. Rt. 46 Delaware, N. J.

Pieris Japonica

to 5 ft.

Rhododendron • Azalea • Hemlock

HINDLA'S NURSERY
Bohemia, L. I., N. Y.

QUALITY LINERS

WILSEY EVERGREEN NURSERY

Corfu, N. Y.

Phone: East Pembroke 6411
Located Near Indian Falls

LARGE PINK DOGWOOD

Well-spaced, 3x6 ft., 6 to 8 ft. high, full of buds.

B&B EVERGREENS
Write for price list.

CLINTON NURSERIES
Clinton, Conn.

Choice Varieties of Lining-Out Stock
Write for our latest price list.

PALLACK BROS. NURSERIES, Inc.
Route 19, 31 mi. north of Pittsburgh, Pa.
Phone: Zelienople 789
R.F.D. 1 HARMONY, PA.

500,000

JAPANESE BLACK PINE

(PINUS THUNBERGI)

We get our seed direct from northern Japan, where centuries of growing on wind-swept shores have given these trees their tendency to be short, full, compact and a beautiful dark green.

	Per 1000
1-yr., S., 3 to 5 ins.	\$ 30.00
2-yr., S., 5 to 6 ins.	50.00
2-yr., S., 6 to 10 ins.	75.00
3-yr., S., 10 to 15 ins.	100.00
3-yr., S., 15 to 24 ins.	150.00
3-yr., T., 12 to 18 ins.	250.00
4-yr., T., 18 to 24 ins., full	500.00
5-yr., T., 24 to 30 ins., full	1000.00

	Each
2 to 3 ft., B&B	\$ 4.00
3 to 4 ft., B&B, wide	7.50
4 to 5 ft., B&B, wide	10.00
5 to 6 ft., B&B, wide	12.50
6 to 8 ft., heavy	20.00

Pinus mughus, limited supply

18 to 24 ins.	3.00
--------------------	------

Pinus strobus, nursery-grown

3 to 4 ft., B&B, sheared	4.00
4 to 5 ft., B&B, sheared	5.00
5 to 6 ft., B&B, sheared	7.50
6 to 7 ft., B&B, sheared	10.00
7 to 8 ft., full, B&B, sheared	15.00
8 to 10 ft., full, B&B, sheared	20.00
10 to 12 ft., full, B&B, sheared	30.00

Pinus sylvestris

3 to 4 ft., full, B&B, sheared	6.50
4 to 5 ft., full, B&B, sheared	10.00
5 to 6 ft., full, B&B, sheared	12.50
6 to 8 ft., full, B&B, sheared	20.00
8 to 10 ft., full, B&B, sheared	35.00

Pinus nigra

2 to 3 ft., sheared	4.00
3 to 4 ft., sheared	6.50
4 to 5 ft., sheared	10.00
5 to 6 ft., sheared	12.50
6 to 8 ft., sheared	20.00
8 to 10 ft., sheared	35.00

BAIER LUSTGARTEN

Jericho Turnpike, Middle Island, L. I., N. Y.

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Long Island's Largest Nurseries

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**SEE OUR
QUALITY
JAPANESE YEW
IN
GOOD SUPPLY**



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Specialists in Coniferous and
Broad-Leaved Evergreens,
Shrubs and Trees.

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GROWING and SALES STATIONS
SHARON STATION near
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ORNAMENTAL EVERGREENS

Trees and Shrubs

BAGATELLE NURSERY, INC.

Box 196, Huntington Station, N. Y.

LINING-OUT STOCK

Taxus capitata, 2-yr., S.
Taxus, transplants, 2 to 4 yrs.
Boston Ivy, 1-yr., S.
Red Barberry, 2-yr., S.

Write for list.

PETER BROUWER'S NURSERIES
24 Lester St. New London, Conn.

OBITUARY

Raymond Patrick Verhalen

Raymond Patrick Verhalen, vice-president of the Verhalen Nursery Co., Scottsville, Tex., one of the largest nurseries in the southwest, died at Memorial hospital, Marshall, Tex., August 8, after a heart attack at his home. He was 73 years of age.

He was a son of Steve J. Verhalen and was born at Marinette, Wis., from which town his father moved, first to Chicago, Ill., and then to Michigan, before taking his family to Scottsville, Tex., about 1905, to manage a peach orchard. In 1911, Raymond and a brother, George, joined their father in converting the orchard enterprise into the Verhalen Nursery Co., Raymond becoming vice-president and general manager and George becoming secretary-treasurer, with the father as president. This firm became a large producer of bulbs, chiefly narcissi; roses, and Japanese persimmons before gradually changing over to production of a general line of ornamental nursery stock. Present officers of this business, with plantings at Dallas as well as Scottsville, are Cameron E. Verhalen, president and treasurer; John P. Verhalen, vice-president, and Stephen G. Verhalen, secretary and sales director, all sons of the deceased.

In addition to the widow, Jennie, survivors include, besides the sons named, three other sons, Pat, Tom and David; a sister, and a brother, Walter, Dallas, Tex.

Joseph H. Annon

Joseph H. Annon, 56, for the past four years associated with Joseph E. Annon in Annon's Santa Fe Garden Center, Santa Fe, N. M., died August 5 while on a vacation at Wheeling, W. Va. He had been in the landscape and nursery business for 35 years, being associated with John Dieckmann & Sons, Wheeling, for 31 years. A charter member of the West Virginia Nurserymen's Association, he was its second president.

Lynn W. Harkey

Lynn W. Harkey, who had been associated with a brother, M. Luther Harkey, in the Harkey Nurseries, Charlotte, N. C., died in a local hospital July 14. He had been in the landscape and nursery business for the past 40 years and recently was associated with the C. M. Allen Con-



Better Bushes at old-fashioned prices

Well-sheared B & B evergreens, broad-leaves, deciduous shrubs, shade and flowering trees. We invite you to visit our nursery and compare our prices. See our classified ad in this issue.

• Write for complete wholesale price list.

South Jersey

Colonial Nurseries, Inc.

R. D. 1, Salem, N. J.

YE 5-2356

CHINESE CHESTNUT (*Castanea mollissima*)

Our trees are the original Hemming strain. All trees are selected from the original heavy-bearing parent trees, growing on our nurseries.

We have a good supply, in sizes from 12 to 18 ins. to 7 to 8 ft.

EASTERN SHORE NURSERIES, INC.
Box 743 Easton, Md.

"A Friendly, Efficient Sales Service"

E. D. ROBINSON SALES AGENCY

38 S. Elm St. P. O. Box 247
Wallingford, Conn.

Representing Wholesale Growers
of Fine Nursery Stock.

SERVING THE NURSERY TRADE FOR MORE
THAN A QUARTER OF A CENTURY.

BOULEVARD NURSERIES

Newport, R. I.

- Quality Nursery Stock
- Lining-Out Stock
- Root-Thru Plant Pots

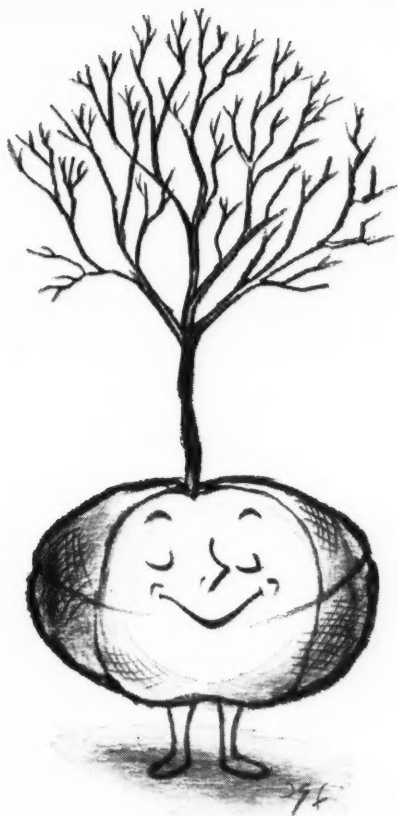
CHRISTMAS TREES

Wholesale

Select sheared Scotch Pine, Red Pine,
Austrian Pine and Norway Spruce.

CHAPMAN'S NURSERY

553 Church St. Indiana, Pa.



Take it from a young Acer Rubrum:

"BALL ME IN BURLAP"

"You know that my tender roots need protection.
With burlap 'round my feet I'm well 'shod' and can
travel safely. After all, you raised me from a seedling.

You want me ready and saleable, don't you?

Once I'm balled in burlap I'm all set.

I can be handled and shipped without
further attention. I'm in good shape with Burlap."

Just a reminder of something you already know...

Burlap is best for balling!

THE BURLAP COUNCIL

122 E. 42nd Street, New York 17, N. Y.

NEPCO LAKE NURSERY



TOP QUALITY NORTHERN GROWN EVERGREENS

- seedlings
- transplants
- lining-out stock

WRITE FOR CURRENT PRICE LIST

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struction Co. He was 67 years old.

Active in Masonry, he was a former potentate of Oasis Temple of the Shrine. He participated in the work of the Shriners' hospital at Greenville, S. C., and the North Carolina Orthopedic hospital at Gastonia, N. C. Last year he was made a Kentucky Colonel by the Governor of Kentucky.

Surviving are the widow, Margaret; a daughter, Mrs. Margaret Solomon, and two brothers, M. Luther and R. M. Harkey, both of Charlotte.

William Russell

William Russell, 71, who had conducted Russell's Nursery, in the Bronx, N. Y., for the past 22 years, died July 28 after a short illness. Born in Brooklyn, he had lived 22 years at Hempstead before moving to Huntington Station, where he resided at the time of his death. He had been in the wholesale fruit and vegetable business while at Hempstead. Surviving are the widow, Sophia; three married daughters, and four sons.

Johannes Wulff

Johannes Wulff, 67, a resident of Chester, Conn., where he had operated the Chester Nursery which

he started in 1940, died August 3 at the Veterans' hospital, Rocky Hill, after a long illness.

A native of Derby, Conn., he attended public schools there before entering Yale University, where he obtained a degree of master of forestry. He was a veteran of World War I, having served as corporal in the 504th engineers' battalion.

Survivors include the widow, Hannah; a son, J. Jepson; a daughter, Mrs. Alwin Manke; a brother, and three sisters.

Richardson Wright

Richardson Wright, editor of House and Garden magazine for 32 years, died last month at the age of 75. He was the author of more

than 30 books on gardening and had contributed largely to the development of gardening interest among the public. Plans have been announced to plant a memorial garden for Mr. Wright at the Episcopal Church of Holy Spirit, Orleans, Mass., where final rites were held August 9.

CONSTRUCTION has begun of the Five Cities Nursery & Patio shop, at the Five Cities, shopping center, Pismo Beach, Calif. Owner is Conrad Leavitt.

OPERATION of Seacrest Home & Garden Center, Inc., at Stratham, N. H., has begun, with Dennis T. Guilfoyle as vice-president.

ANNA NURSERY

Wholesale Evergreens

615 S. Main St., Anna, Ill.

LANDSCAPE MATERIAL

Some of the MOST EXPENSIVE Taxus in the Midwest.
Send for our price list before you buy anything cheaper.

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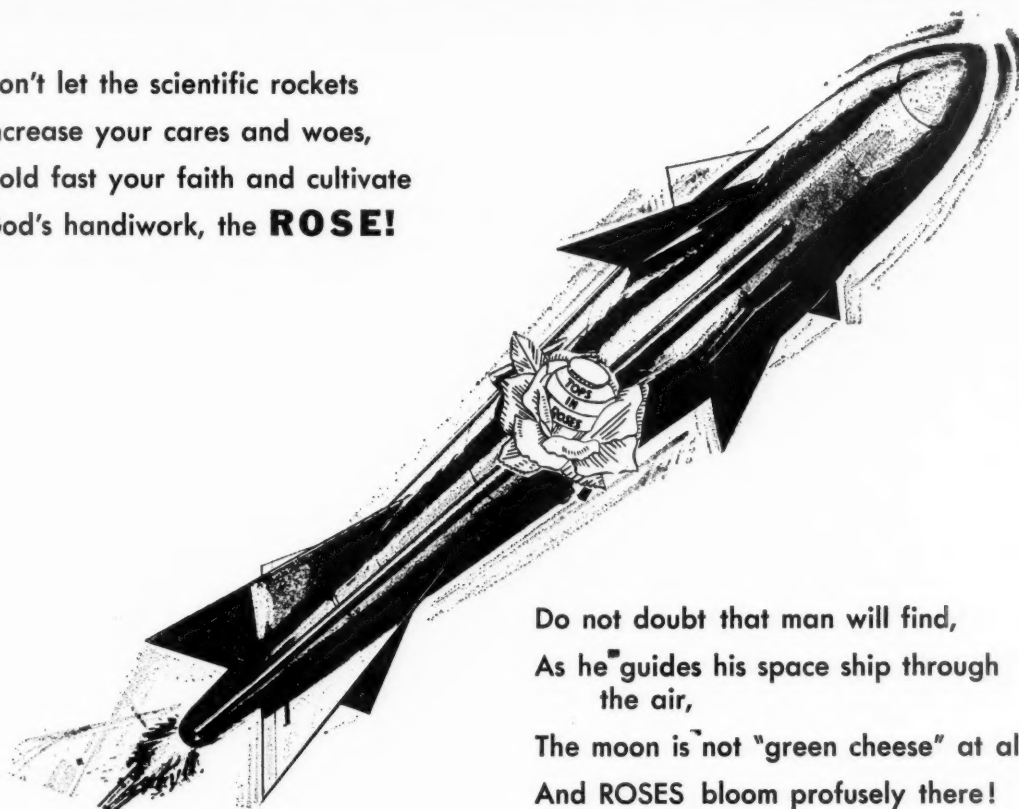
Densiflora
Cuspidata
Browni

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Hatfieldi
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Don't let the scientific rockets
Increase your cares and woes,
Hold fast your faith and cultivate
God's handiwork, the **ROSE!**



Do not doubt that man will find,
As he guides his space ship through
the air,
The moon is not "green cheese" at all,
And ROSES bloom profusely there!

Let's Plant America Too With **R O S E S**

We can help you with this worthwhile project
By Supplying



Interesting Selections Still Available —
Dormant, Bare-root, 2-yr., Field-Grown

Bushes • Climbers • Tree Roses

Your Order Will Really Send Us Into Orbit!

WEEKS WHOLESALE ROSE GROWER

926 W. Philadelphia

O. L. Weeks

Ontario, Calif.

Round-Table Session on Mail-Order Problems

Four aspects of mail-order nursery operations were discussed by separate round-table groups during the convention of the National Mail Order Nurserymen's Association at the Hotel La Salle, Chicago, Ill., which is reported elsewhere in this issue. Opinions given on follow-up mailings, catalog improvement, packaging techniques and mail-order copy at each of the tables were then reported to the group as a whole, and general discussion was invited.

Discussion leader for the topic "Inquiry Costs and Follow-up Mailings" was John Tillotson, publisher of *Flower & Garden* magazine, Kansas City, Mo. Mr. Tillotson said that, among 25 mail-order nurseries he contacted on the question of follow-up practices, three years is the maximum length of time names are kept on the mailing list without producing an order. Many of the firms observed no limit as to the amount of the order that reinstated a customer as active. Several members held that unproductive inquiry names should be dropped after one year. It was noted that Wayside Gardens, Mentor, O., sends a small catalog of new items only on its 1-year-old list of unproductive inquiry names. The mailing includes a notice that the regular catalog may be obtained by returning \$1 to the firm. It was reported that the average order produced by this mailing is \$20, and that those who request the full catalog become active customers.

Mailing Dates Tested

Noting that most firms mail only one catalog a year, Mr. Tillotson asked the group if it thought monthly catalog mailings would be profitable. General opinion was against the practice, and George Wiberger, Farmer Seed & Nursery Co., Faribault, Minn., reported that his firm had tested this system with 2,000 names selected at random from its mailing list. In the sample areas, March and April remained peak months, despite the monthly catalog mailing, and the total gain in sales volume was only 2 per cent.

To supplement a catalog mailed the first week in January, one firm has had success with a 2-color, 16-page follow-up in April and is thinking of expanding this schedule to include three of four flyers. It was

felt that two follow-ups, mailed in March and April after an early January catalog mailing, would be most practical.

Mr. Tillotson gave his opinion that the mail-order nurserymen are placing too much emphasis on seeking inquiries. He maintains that it is less costly and more productive to promote one's own list more actively.

Catalog Improvement

In the discussion on catalog improvement, led by Bruce Traxler, A. B. Morse Co., St. Joseph, Mich., it was again stated that careful layout design with ample white space denotes quality, and that a crowded page gives a bargain image. Changes in the catalog cover, style of print, etc., were deemed effective, as long as some element remains the same to maintain the firm's identity. Whether one considers the outside back cover or the center spread as the best display spot in the catalog, it should be devoted to good seasonal

or best-selling items. The catalog as a whole, however, should not be seasonal in character.

From a printed list of layout hints which Mr. Traxler distributed to his group, the following were emphasized: Keep copy above, beside or below the illustration it refers to so that customers will not have to search for information. Do not crowd pages; if a large quantity of copy is necessary, cut down on illustrations, or vice-versa. Keep copy as brief as possible, while still emphasizing pride in and superiority of your product. Use uniform type headings throughout the catalog for continuity and a custom appearance.

Sell not just a certain item but your item by featuring your experience, location, price advantage or size and quality. Determine sales return in relation to space used in the catalog. With regard to the last point, Mr. Traxler noted that, every few seasons, items that do not pay for the space allotted them should be removed—even at the risk of narrowing down one's stock to the point of specialization.

Packaging Techniques

John Mahlstede, Iowa State University, Ames, traced the develop-

Growers of Heavy Landscape Material Shrubs

Evergreens

Shade Trees

Write for List

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Onarga, Ill.
Phone: AM 8-7267

ORNAMENTALS TREES SHRUBS EVERGREENS

Wholesale growers of a general assortment for the best landscape plantings.

BRYANT'S NURSERIES

Princeton, Illinois

"TREES THAT PLEASE"

Evergreens
Shade Trees

Seedlings
Shrubs

Write for price list.

PLUMFIELD NURSERIES

Box 471

Fremont, Neb.

ROSES

Quality and Service

MENTOR

ROSE GROWERS, INC.

7711 Little Mountain Rd.
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FOR LANDSCAPE MEN

FLOWERING CRAB APPLE
AND PLUM

Up to 4-in. specimens.

SHADE TREES

ORNAMENTAL TREES

Thorne Brewster

WILLOWBEND NURSERY

Perry, Ohio



TAXUS

Send for complete price list now ready.

EAGLE CREEK NURSERY CO.
New Augusta, Ind.

STOP WEEDS *before they come up!*



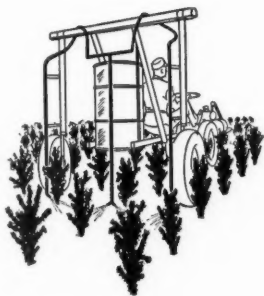
SIMAZINE

PRE-EMERGENCE HERBICIDE

WEED CONTROL

One application applied prior to weed emergence in fall or early spring will control most annual broadleaf weeds and grasses.

- Three years commercial use.
- Safe to nursery stock when used according to label directions.
- Safe to humans and animals.
- Safe to soil organisms.



Weed control savings up to \$180.00 per acre have been obtained.

For free folder write Department AN-9.



ORIGINATORS OF DDT INSECTICIDES

GEIGY AGRICULTURAL CHEMICALS • Division of Geigy Chemical Corporation • Saw Mill River Road, Ardsley, New York
In Canada write to: **FISONS (CANADA) LIMITED**, 1893 Davenport Road, Toronto, Canada

JUNIPERS and ARBORVITAE

Berryhill Quality for the Midwest Area

- **SALES APPEAL** — Heavily Sheared Tops
- **LIVABILITY** — 3 Times Transplanted
- **HANDLEABILITY** — Hand dug from heavy clay loam soil, and tightly burlapped.

JUNIPER PFITZER

	Each per 100
15 to 18 ins.	\$2.25
18 to 24 ins.	2.75
24 to 30 ins.	3.25

JUNIPER GLAUCA HETZI

15 to 18 ins.	2.10
18 to 24 ins.	2.50
24 to 30 ins.	2.90

JUNIPER BURKI

2½ to 3 ft.	3.75
3 to 3½ ft.	4.25

PYRAMIDAL ARBORVITAE

3 to 3½ ft.	2.90
3½ to 4 ft.	3.25
4 to 5 ft.	3.60
5 to 6 ft.	4.50

GLOBE ARBORVITAE

15 to 18 ins.	1.75
18 to 24 ins.	2.00
24 to 30 ins.	2.50

DARK GREEN AMERICAN ARBORVITAE

3 to 4 ft.	3.25
-----------------	------

SIBERIAN ARBORVITAE

24 to 30 ins.	2.75
30 to 36 ins.	3.25
36 to 42 ins.	3.50
42 to 48 ins.	4.00

And of course many other varieties of Junipers, Arborvitae, Spruce, Pine and Taxus.

Delivery in fall or spring in full or split trailers.

ORDER NOW

Please write for our Catalog of B&B and Lining-Out Stock

BERRYHILL NURSERY CO.

4½ miles N.E. on State Rt. 4

P. O. Box 696

Springfield, O.

EVERGREENS

SHRUBS

FRUIT TREES

SMALL FRUITS

SHADE AND ORNAMENTAL TREES

C. M. HOBBS & SONS, INC.

Bridgeport 31, Ind.

Phones: Indianapolis, CHapel 4-1812 — TErrace 9-4952

350 Acres — Established 1875

ment of mail-order packaging techniques and described current research work in the field for the group at his discussion table. He displayed samples of products discussed in his talk. The wrap most often used by mail-order nurserymen today is a 2/3-mil polyethylene sheet with a 50-pound kraft paper backing.

Crinkled poly-kraft paper is a recent development designed to permit the kraft backing to stretch equally with the polyethylene sheeting on impact.

Several years ago H. P. Smith Co. demonstrated to the nurserymen its Clupak paper. It is made stretchable through a process similar to Sanforizing. Last year the same company introduced the Flxol series, declared to be more resistant to root punctures brought about by repeated impact. Mr. Mahlstedt said that 130 and 200-grade paper appears to have the recommended qualities over the general run of paper.

In discussing the work currently being done, Mr. Mahlstedt told of the modified atmosphere package in which carbon dioxide is used to keep the plant dormant and in prime condition. The plant is put in a plastic bag similar to the kind in which frozen turkeys are packaged. The air is removed, and a mixture of 40 per cent carbon dioxide, 35 per cent nitrogen and 5 per cent oxygen is pumped into the bag. This process, practical only in large shipments, keeps the plant in good condition at a temperature of 80 degrees Fahrenheit for two weeks.

Mr. Mahlstedt urged the nurserymen to stress quality and grade plants more stringently as a means of improving sales. He further suggested that they include a "how to do it" section in catalogs to increase readership, cut down plant losses by using improved packaging, expand the line of plants for sale and make the package more attractive.

Copy Pointers

Suggestions for making catalog copy more effective were the chief discussion point of the group which heard Baul Bringe, Mail Marketing Service, Milwaukee, Wis., talk on "Importance of Mail-order Copy." Make descriptive copy complete, he stated first, declaring that it is important to give all the facts about the item, such as color, height, time of blooming, special use and so on.

Next, strive to get the reader personally connected with the project by use of "you copy." Such copy features phrases such as "what you get,"

TO AVOID CHRISTMAS TREE BUYERS' FRUSTRATION, WE HAVE A TIP

In our contacts with the trade we have met many a frustrated Christmas tree dealer — weary of telling customers "that big gap in the tree is just right to put that big package in" — because he didn't receive the same quality tree he had been shown, or as described by the grower. ARMINTROUT'S has no "exhibition blocks" in its Christmas tree plantations . . . but we welcome your inspection of our trees, and the trees you inspect will be the trees we ship to you. Few growers offer a wider variety of quality trees. One of our features this year: 5000 3 to 5-foot, premium-grade NORWAY SPRUCE (a beautiful tree for which there is always a steady demand). Others now ready for market include Douglas Fir, Black Spruce, White Spruce, Scotch and Austrian Pine. (All our pines have been sheared five years.)

Consider these Fall Features from Armintrout In Your Plans . . .

Now in our 26th year as one of Michigan's leading growers of evergreen seedlings and transplants, here are some of our fall features for your special consideration. *Better still, drop us a card for our complete fall price list.* Your shipment from Armintrout's will be up to our usual high standards in every way. Misshapen, substandard stock is culled; only the best is shipped. Our packing techniques—using poly-coated crepe paper and the finest moisture-holding peat moss—have been winning friends for us for more than 25 years.

	Per 100	Per 1000
FRENCH SCOTCH PINE		
4 to 8 ins., S., (3-0)	\$ 5.00	\$20.00
6 to 15 ins., S., (3-0)	6.00	25.00
6 to 10 ins., T., (2-2)	10.00	50.00
AUSTRIAN PINE		
4 to 8 ins., S., (3-0)	5.00	20.00
6 to 15 ins., S., (3-0)	6.00	25.00
BLUE SPRUCE		
3 to 6 ins., S., (3-0)	5.00	25.00
6 to 8 ins., S., (3-0)	10.00	50.00
6 to 10 ins., T., (3-1)	12.50	65.00
4 to 6 ins., T., (2-3)	10.00	50.00
6 to 8 ins., T., (2-3)	15.00	75.00
8 to 12 ins., field transplants	40.00	....
12 to 15 ins., field transplants	65.00	....
SERBIAN SPRUCE		
4 to 6 ins., S., (3-0)	10.00	50.00
NORWAY SPRUCE		
4 to 6 ins., S., (3-0)	4.00	20.00
6 to 10 ins., S., (3-0)	5.00	25.00
3 to 6 ins., T., (2-1)	8.00	40.00
WHITE SPRUCE		
4 to 6 ins., S., (3-0)	4.00	20.00
6 to 10 ins., S., (3-0)	6.00	30.00
DOUGLAS FIR		
4 to 6 ins., S., (3-0)	6.00	30.00
6 to 10 ins., S., (3-0)	10.00	50.00
WHITE FIR		
4 to 6 ins., S., (3-0)	10.00	50.00
JAPANESE BLACK PINE		
6 to 8 ins., S., (3-0)	10.00	50.00
WHITE PINE		
6 to 8 ins., S., (3-0)	5.00	25.00
3 to 6 ins., T., (3-1)	6.00	30.00
6 to 8 ins., T., (3-1)	8.00	45.00

ALL ARMINTROUT'S 3-0 stock and all transplants are root-pruned, giving you extra-dense, fibrous root systems. In effect, when you buy root-pruned seedlings, you will be getting stock almost the equal of more expensive transplants.

TERMS: Minimum order, \$5.00. Quantities of 50 and 500 of a size and kind are sold at the 100 and 1000, respectively. Orders may be booked one-fourth cash and the balance C.O.D. All prices, F.O.B. Allegan, Mich.

Member of Michigan
Association of Nurserymen

Member of American
Association of Nurserymen



ARMINTROUT'S
Evergreen Nursery

1 Mile East of Allegan on 113th Ave.

Allegan, Mich.
Telephone: ORchard 3-2704



PEONIES

Standard 3 to 5-eye divisions from young plants not over three years old. We do not cut any flowers from our fields, so you can depend upon receiving strong healthy plants. Figures in parentheses imply the ratings originally given by the American Peony Society.

	Per10	Per100
Baroness Schroeder, (9.0). Flesh-pink, late midseason.....	\$4.50	\$40.00
Duchesse de Nemours, (8.1). White, large, early.....	4.50	40.00
Duke of Wellington, (7.8). White, high center, early.....	4.50	40.00
Eduis Superba, (7.6). Very early, deep pink.....	3.50	30.00
Felix Crousse, (8.4). Bright rosy-red, late midseason.....	4.50	40.00
Festiva Maxima, (9.3). White, crimson flecks, midseason.....	4.50	40.00
Fontenelle, Large, dark red, midseason.....	4.50	40.00
Francois Ortegat, (6.7). Deep crimson, midseason.....	3.50	30.00
Karl Rosefield, (8.8). Bright crimson, midseason.....	4.50	40.00
Lady Alexandra Duff, (9.1). Light bluish-pink, midseason.....	4.50	40.00
Mme. de Verneville, (7.9). White, flecked crimson, early.....	4.00	35.00
Mme. Emile Galle, (8.5). Light rose-pink, late.....	4.50	40.00
Mme. Jules Dessert, (9.4). Creamy-white, late midseason.....	5.00	45.00
Mary Brand, (8.7). Clear crimson, midseason.....	6.50	60.00
Mons. Jules Elie, (9.2). Light rose-pink, early.....	4.50	40.00
Reine Hortense, (8.7). Very large, midseason, rose-pink.....	4.00	35.00
Sarah Bernhardt, (9.0). Light rose-pink, late.....	4.50	40.00
Therese, (9.8). Old rose-pink, midseason.....	6.50	60.00

PEONIES BY COLOR

Red, unnamed.....	3.00	25.00
Pink, unnamed.....	3.00	25.00
White, unnamed.....	3.50	30.00

THE WILLIS NURSERY CO.

Ottawa, Kansas

(OUR 38th YEAR)

**the
cottage
gardens, inc.**



Nick I. W. Kriek — Harold E. Hicks
2707 W. St. Joseph St., Lansing 17, Mich.
Phone: IV 2-9021 or IV 2-9276

**LINING-OUT and
FINISHED STOCK**

Ask for complete list.

PYRACANTHA COCCINEA LALANDI

Commonly known as Firethorn. Our stock is grown from heavily fruiting stocks. Shrubs carry huge clusters of holly-like berries all winter. One of the most desirable foundation shrubs in the trade.

Liners, 2-in. pots, \$25.00 per 100;
\$225.00 per 1000.
Beardslee Nursery Perry, O.

COMPLETE ASSORTMENT OF

Evergreens, Fruit Trees, Shade
Trees, Roses and Lining-out Stock.

Write for complete list.

ONARGA NURSERY CO.

ONARGA, ILL.

Scarff's Nursery

FRUITS
ORNAMENTALS
LINING-OUT STOCK
Send for Complete Trade List.
NEW CARLISLE, O.



"what you have" and "what you want" and tells what the plant does in "your garden," "for your home." Most purchases are made to satisfy emotional needs, it was brought out.

Printing customers' testimonials will increase prospects' confidence in a firm's products, Mr. Bringe continued. He feels that success stories about the use of plants are too often missing in the trade's catalogs. Comments on planting experience can be obtained readily if one offers a small gift in return.

Advice Important

Ample use of planting advice is another method of increasing sales, according to the speaker. Such material should be simple, but give the reader the approved methods. It is especially valuable to give planting recommendation on major specialties of a firm. The buyer expects aid to make his planting a success. Presence of such copy also leads buyers to retain the catalog for reference.

Finally, said Mr. Bringe, use copy that will demonstrate the seller's interest in the customer and his success.

Descriptive copy should use words that are not confusing, and they should be 2-syllable words as much as possible. Simplicity of expression is always important.

Mr. Bringe reminded the group that one should not assume a knowledge of plants by the catalog reader. The prospect will welcome any information about adaptability of a plant and its needs in shade, lime or other chemical and moisture.

Advertising should be tested from time to time to discover what factors may have led to its success or failure. Examine one copy aspect at a time and conduct the examination academically, it was stressed.

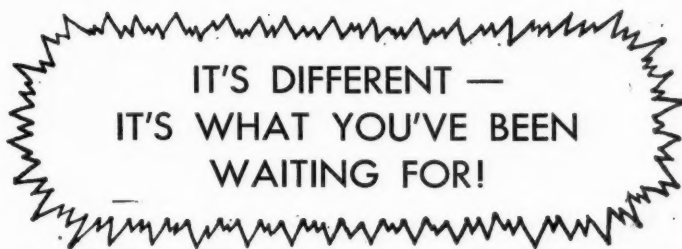
Sell the romance of planting, Mr. Bringe concluded. Mail order can be a successful medium for selling, and it is not necessary to argue with any technique that proves successful.

Discussion

During the questioning in the general discussion period that followed, Mr. Traxler stated that whether the catalog cover is used for institutional purposes or as selling space depends on the company, the line of stock it sells and its customers.

In answer to a question as to whether the same material should be used in the catalog and the two subsequent follow-ups, Mr. Tillotson recommended that the follow-ups

NEW . . . NEW . . . NEW



IT'S DIFFERENT —
IT'S WHAT YOU'VE BEEN
WAITING FOR!

PLANT PERENNIALS AND SHRUBS IN THESE ALL-NEW PLASTIC POTS

Available in 5 different sizes



5-qt.
8-in. top
8¾ ins. high
5½-in. bottom



4-qt.
7½-in. top
7½ ins. high
5½-in. bottom

3-qt.
7-in. top
7 ins. high
5-in. bottom

2-qt.
5¾-in. top
6 ins. high
4½-in. bottom

1-qt.
4¾-in. top
4¾ ins. high
3½-in. bottom

(5-qt. size equal to the rose pot)

HERE ARE SOME OF THE ADVANTAGES THESE POTS OFFER:

1. Cannot be torn or ripped.
2. Will not freeze or crack.
3. Will withstand heat and the sun's rays.
4. Light weight and easy to handle.
5. Clean—promote quick and easy plant sales.
6. Just what the chain stores have been asking for.
7. So light weight—shipping costs are reduced.
8. Cannot rust as a can might.
9. Can be heeled into the ground in the fall and taken out again in the spring.
10. Available for immediate shipment.

PLEASE WRITE FOR SAMPLES AND PRICES
ALL PRICES ARE F.O.B. EAST PATERSON

FARM SUPPLY, INC.

447 Market St.

East Paterson, N. J.

Phone: SWarthmore 6-2342

QUALITY TRANSPLANTS and SEEDLINGS

	Per 100	Per 1000
TAXUS CUSPIDATA CAPITATA		
(Upright Yew), seed-grown		
XX, 6 to 10 ins.	\$28.00	....
(3-0), 4 to 8 ins.	9.00	\$75.00
TAXUS DENSIFORMIS		
3-yr., T		
Cutting-grown		
6 to 8 ins.	45.00	....
COLORADO BLUE SPRUCE		
Bed run as to color		
(3-1), 6 to 12 ins.	10.00	40.00
(3-0), 6 to 10 ins.	6.00	25.00

COLORADO BLUE SPRUCE

Carefully color-selected; every green spruce removed and every blue left in.		Per 100
X, 6 to 12 ins.	\$ 45.00	
XX, 10 to 15 ins.	200.00	
XX, 15 to 18 ins.	250.00	

WHITE SPRUCE

(3-0), 8 to 14 ins.	6.00	25.00
(3-1), 6 to 12 ins.	10.00	40.00
(2-2), 8 to 14 ins.	14.00	110.00

NORWAY SPRUCE

(3-0), 8 to 14 ins.	6.00	25.00
(3-1), 6 to 12 ins.	10.00	40.00
X, 10 to 15 ins.	14.00	90.00
understock, 5/16-in. cal. or over	12.00	75.00

BLACK HILLS SPRUCE

(3-0), 8 to 14 ins.	6.00	25.00
(3-1), 6 to 12 ins.	10.00	40.00
(3-2), 8 to 14 ins.	14.00	90.00

DOUGLAS FIR

Fraser Fir		
(3-0), 8 to 12 ins.	8.00	40.00
Caesia Fir		
(3-0), 8 to 12 ins.	8.00	40.00
Taxifolia glauca		
(3-0), 4 to 8 ins.	6.00	27.50
(3-0), 8 to 12 ins.	8.00	35.00
(Sheared)		
XX, 9 to 12 ins.	35.00	....

SCOTCH PINE, AUVERGNE

(2-0), 4 to 6 ins.	4.00	14.00
(3-0), 6 to 12 ins.	4.00	18.00
(2-1), 3 to 6 ins.	8.00	32.50

SCOTCH PINE, RIGA

(3-0), 6 to 12 ins.	4.00	18.00
XX, 12 to 18 ins.	40.00	....

WHITE PINE

XX, 12 to 24 ins.	40.00
---------------------------	-------	------

MUGHO PINE

Top-sheared each year		
(3-0), 2 to 4 ins.	7.00	45.00
XX, 4 to 6 ins.	20.00	....
XX, 6 to 9 ins.	40.00	....
XX, 9 to 12 ins.	60.00	....

AUSTRIAN PINE

(3-0), 6 to 12 ins.	4.00	18.00
X, 12 to 18 ins.	10.00	55.00

GREEN TO BLUE SHEARED SCOTCH PINE CHRISTMAS TREES

Free illustrated list shows
and describes tree quality.

Phone 123 or 732

MATTHEWS NURSERY
Harbor Springs, Mich.

contain a combination—some catalog items and some new specials.

He was asked whether a customer who had ordered an item at the regular catalog price would not complain if the same item were advertised in a follow-up as a special at a lower price. Mr. Tillotson did not think it was likely, since one who had placed his order from the catalog would probably not look at a later flyer; if he did, he would probably not remember the price.

ARKANSAS ELECTION

At the Southern Nurserymen's Association convention held at the Hotel Peabody, Memphis, Tenn., the Arkansas State Nurserymen's Association held a short business meeting August 6. About 17 members were present, and 30 persons in all were in attendance.

The following slate of officers was chosen to serve for the coming year: President, Robert E. White, Bob White Floral Garden, Fayetteville; vice-president, C. C. East, East Nursery, Amity; secretary-treasurer, Paul Adams, Arkansas forestry commission, North Little Rock.

In a short talk, Willard H. Ballard, Piggott Nursery Co., Piggott, Ark., newly appointed operating loan officer on the farmers' home administration national staff at Washington, D. C., related that nurserymen are classified under agriculture and in case of a national disaster they will be classified along with farmers, and similar-type loans will be available to them.

MAIL-ORDER CONVENTION

[Continued from page 9]

its place among those products. Roses are easy to buy anywhere—quality roses in variety. Why, he asked, should the customer go to the trouble of ordering by mail? At present, mail-order nurserymen are offering higher quality and a wider range of choice than over-the-counter sellers, but Mr. Hutton contends these advantages are only temporary. Mail-order firms, he stated, cannot sell stock more cheaply than multi-unit volume outlets.

His own firm, the Conard-Pyle Co., intends to remain in mail order as long as possible, but has already started making changes that will enable it to drop its retail mail-order operation when it is unprofitable.

Mr. Hutton agreed, however, with a recent statement made by the publisher of a national magazine that there is room for a few big mail-



	Each
Andorra Juniper, 6 to 8 ins.	\$0.05
Burk Juniper, 6 to 10 ins. . . . .	.10
Blue Hetz Juniper, 6 to 10 ins. . . . .	.05
Pfitzer Juniper, 6 to 10 ins. . . . .	.07
Euonymus patens, small or medium leaved, 8 to 10 ins. . . . .	.04
Euonymus coloratus, 6 to 10 ins. . . . .	.04
Pyracantha Kasan, 5 to 6 ins. . . . .	.05
Pyracantha Ielandi, 5 to 6 ins. . . . .	.05

Less than 300, total order,
2c more per plant.

Less than 50 of any item,
4c more per plant.

See classified under lining-out stock
for other items.

**McININCH
GREENHOUSES**
St. Joseph, Mo.

SMALL FRUIT PLANTS and VEGETABLE ROOTS

We grow for the whole-
sale trade only.

KRIEGER'S WHOLESALE NURSERY
Bridgman, Mich.

Do you want the best
in Peonies for fall delivery?

Then

Send for our list of top
quality plants.

LEAVENWORTH NURSERIES

L. C. Gatewood Betty Gatewood
12th and Vilas Leavenworth, Kan.

**Bentley's
HARDY PLANTS**
QUALITY—SERVICE
Perennials a Specialty.
2559 Mentor Ave. MENTOR, O.

The very best in Scotch Pine Christmas
trees come from

Gatewood Christmas Tree Farms
Hart, Mich.

Here's why you get Better Trees and Nursery Stock from COLE

FOR more than three quarters of a century Cole Nursery Company has concentrated its efforts on developing and producing only the better varieties and highest-quality trees, shrubs, evergreens, hedge plants, vines and ground covers. The extensive experience gained since 1881 is now applied at our 1200-acre properties at Painesville and Circleville, Ohio. These large-scale operations are among the most modern nurseries in the industry.

Ideal soil and climate conditions, careful preparation and proper irrigation contribute to the quality of Cole plants. Highly mechanized systems of planting, cultivating and root pruning produce strong, healthy plants, with more compact root systems, at lower cost. Mechanical digging methods and careful packing assure delivery of Cole nursery stock in good condition with uninjured roots.

Literally millions of trees and plants, in more than 360 varieties, give you a dependable source of material to meet your needs in large quantity and wide variety. Write for our new catalog.



Spectacular SUNBURST

*(Plant Patent No. 1313)

The sensational, new two-color tree with brilliant yellow foliage on branch tips. It appears to burst with bloom all summer long.

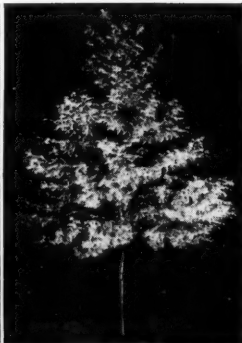
Stock these patented New Cole Originals for sure profits



Cole's New IMPERIAL

(Plant Patent No. 1605)

The graceful, spreading, new Honeylocust that grows strong and straight without staking. A favorite of landscape men and tree experts.



Cole's new SKYLINE

(Plant Patent No. 1619)

Distinctive, stately variety with strong trunk and shapely crown. Needs no staking. Dark green foliage has heavy, leathery texture.



Cole's New MAJESTIC

(Plant Patent No. 1534)

A clean, graceful, symmetrically-branched tree. Produces a straight, sturdy trunk and compact crown without staking or special trimming.



Cole's New TALLHEDGE

(Plant Patent No. 1388)

A thornless, glossy Columnar Buckthorn that grows to 12 feet. Ideal for tall, narrow, dense hedges or screens. Bears colorful berries.

**LARGE QUANTITIES
360 VARIETIES
WRITE FOR CATALOG**

THE COLE NURSERY CO.
PAINESVILLE, OHIO

**OHIO'S LARGEST
WHOLESALE NURSERY
ESTABLISHED 1881**

THE KALLAY BROS. CO.

1251 Madison Ave.

Painesville, Ohio

EL 7-5662



Wholesale

Nurserymen

GROWERS OF AMERICA'S FINEST
EVERGREENS, SHRUBS AND TREES

400 Acres

In the Heart of Lake County

55 YEARS IN THE SAME LOCATION

TWO GENERATIONS OF SERVICE TO THE WHOLESALE
NURSERY AND LANDSCAPE INDUSTRY

Evergreen Specialists

Now Offering Our Customers a Variety
of Quality Taxus in Quantity

Inquiries and Personal Inspection Welcome

Our Trade List Will Be Mailed upon Request

REMEMBER SHERMAN'S for . . .

Alpine Currant
Hydrangea P.G.
French Lilacs
Snowball
Shade Trees
Evergreens
Phlox
Peonies
Plum Seedlings
Lining-out Stock

Let us quote you on your requirements.

SHERMAN NURSERY CO.
CHARLES CITY, IA.

OHIO'S LAKE COUNTY

One of the world's greatest nursery centers. Best soil for extensive roots. Lake Erie tempered for vigor.

Send for free membership list
and map.

Names, location and types of plants grown by over 100 members representing 4,000 acres of the very finest nursery stock. Write to:

**THE LAKE COUNTY
NURSEYMEN'S ASSN.**
Box 49, MENTOR, OHIO

Roses, Shrubs, Trees, Vines, Azaleas, Hollies, Rhododendrons, Evergreens, Fruit Trees, Perennials, Liners — Finished Stock — All Sizes.

WE OFFER . . .

Our General Line of

SMALL FRUIT PLANTS

Let us quote on your
requirements.

L. J. RAMBO'S WHOLESALE NURSERIES
Bridgman, Michigan

Finest Quality

PERENNIALS and SHRUBS

Write for complete trade list.

KINGWOOD NURSERIES
MENTOR, O.

Northern-Grown Liners
Christmas Tree Seedlings
Potted Evergreens

Send for price list.

JOHN G. ZELENSKA EVERGREEN NURSERY
Rt. 2, Grand Haven, Mich.

THE JOSEPH F. MARTIN CO.

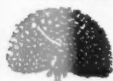
- Daphne Cneorum and Low Evergreens
- Newest and Best Ground Covers
- Rare and Unusual Hardy Plants

Write for complete descriptive list.

P. O. Box 189

Painesville, Ohio

PEACOCK NURSERIES



**EVERGREENS
SHADE TREES**

Wholesale Growers
Write for price list.

221 S. Cleveland-Massillon Rd., Akron, O.

order nursery firms for years to come and suggested the following as methods of prolonging the existence of the mail-order trade:

(1) Developing varieties that will be exclusive to mail order for a couple of years and promoting them co-operatively through the trade; (2) exchanging information freely and rapidly within the trade on effective promotion techniques and profitable stock items, and (3) an over-all survey of the mail-order market. This last, he said, should determine why persons buy nursery stock from mail-order firms; whether cash-and-carry customers can be converted to mail order and, if so, how; the average age of mail-order customers, and the most effective proportions of color, copy and illustration for catalog use.

Ted Korves, Plumfield Nurseries, Fremont, Neb., president of the N. M. O. N. A., welcomed members to Chicago at the convention's first session. In his address, Mr. Korves noted the increasing competition from chain stores and, as a means of meeting this competition, urged the nurserymen to concentrate on obtaining orders early, before the supermarkets have nursery stock available. New items should be stressed in catalogs, as well as the advantages of mail-order buying—the convenience of shopping at home, with no traffic or parking worries, and with the assurance that purchases will be delivered to the door. Mail-order costs could be cut, President Korves suggested, through co-operative buying and advertising. He also emphasized the importance of catalog improvement, a subject which was then taken up in detail by Dr. Max E. Brunk, professor of marketing, department of agricultural economics, Cornell University, Ithaca, N. Y. Dr. Brunk's report on his survey of mail-order catalog practices appears separately in this issue.

Building Sales Volume

George Culliman, George Culliman Organization, Chicago, drew on his years of experience in the general mail-order field to offer recommendations for making nursery mail-order business more productive.

With the cost of obtaining orders climbing steadily higher, Mr. Culliman said, it becomes most important to increase the size of the average individual order. In order to accomplish this, he advocated crowding catalog pages—and particularly promotional pieces—with items. Color
[Continued on page 60]



UNTREATED

TREATED

NURSERY STOCK:

Tests prove Nemagon® Soil Fumigant can produce marketable plants up to 2 years earlier

To establish whether or not nematodes have an appreciable effect on the time it takes to bring lining out plants to marketable size, tests were conducted at various nurseries.

Test Results

Areas known to have a substantial nematode population were treated with Nemagon Soil Fumigant. Our photograph shows plants that were lined out at the same time. The rigorous, healthy stock in the treated rows will reach salable size as much as 2 years sooner than the poorer stock in the untreated

rows. The results are obvious—quicker and higher profit.

Easy to use

Nemagon can be used around the roots of growing plants. Apply it as liquid or granules, or mixed with fertilizer. Conventional fumigation equipment—such as a pressure-feed or gravity-flow applicator can be used for liquid Nemagon Soil Fumigant.

Granules are easily applied with fertilizer side dressing equipment.

Nemagon Soil Fumigant can also be used to protect many annuals.

Nemagon Soil Fumigant is available from your local pesticide dealer under many well-known brand names. See him today, or write to: Shell Chemical Company, Agricultural Chemicals Division, 110 West 51st Street, New York 20, N.Y.



Nemagon®
Soil Fumigant

A PRODUCT OF SHELL CHEMICAL COMPANY



POT-GROWN AVAILABLE FORM

* Number following description refers to minimum temperature "Hardiness Guide." See pages 46 and 47 of your MN General Catalog.



WE SHARE YOUR PING POT-GROWERS

Distance no longer a penalty — no shipping where you live we share shipping cost low with savings up to 50% and more. Postage free! No other charges to pay — your shipping

PACIFIC STANDARD TIME

2 1/4" POT — 1¢

2 1/2" *RP AND 3" POT — 2¢

MOUNTAIN STANDARD TIME

2 1/4" POT — 1¢

2 1/2" *RP AND 3" POT — 2¢

ILEX aquifolium fertilis (6) c
Vivid dark green foliage held attractively on a pleasing upright habit of growth. Attractive setting for the abundance of bright red berries produced by this exceptional self-fertile Holly.
2 1/4" pot, 22¢

ILEX pernyi (6) c

Graceful pendulous branch with spiny long pointed leaves tinged with red. A perfect bright red berries.

ILEX altaclarensis 'Wilsoni' (6) c Wilson's Holly

Outstanding upright habit of growth — stiff heavy branching. Handsome large thick dark green leaves with hand-polished appearance. Heavily set with unexcelled bright red berries. Ideal large shrub or as a tree.

2 1/4" pot, 25¢

ILEX aquifolium aurea marginata (6) c Yellowedge Holly

One of the more exciting of the yellow or creamy-white variegated leaved Hollies with a very handsome appearance. The appealing dark green leaves have a narrow, irregular yellow or creamy white margin. A vigorous grower with a stiff upright growth habit.

2 1/4" pot, 30¢

ILEX Foster's hybrid No. 2 (6) c

A hybrid of exceptional merit — small dark green leaves cover the loose habit of growth. This distinctive plant covers itself with beautiful intense red berries in fall.

2 1/4" pot, 20¢



HERE IT IS! MORE COLOR, MORE INFORMATION — LISTING THE ALL NEW MN GENERAL CATALOG FOR 1961-62 IS READ FOR YOU NOW. LISTS AND DESCRIBES OVER 1500 VARIETIES OF POT-GROWN ORNAMENTALS. MORE COLOR PHOTOGRAPHS THAN EVER BEFORE. WRITE US ON YOUR LETTERHEAD TODAY FOR YOUR FREE COPY!

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HOLLY LINERS

IMMEDIATE DELIVERY

SHIPPING COSTS ON
FLOWERS...!



No shipping costs appears on one bill. At low rates liners, Laid down at your e. Packery — via our choice of carrier.

STANDARD TIME

2 1/4" POT — 1 1/2¢

3" POT — *RP AND 3" POT — 3¢

EASTERN STANDARD TIME

2 1/4" POT — 3¢

2 1/2" *RP AND 3" POT — 5¢



ILEX cornuta 'Azusa' (6) c
An especially selected strain 'cutting grown' to assure an abundance of brilliant red berries. Very attractive dark green leaves, combined with a showy compact growth habit.

2 1/4" pot, 20c

ILEX aquifolium 'Blue Stem' (6) c Blue Stem Holly
Attractive, open habit, rapid growing Holly with glistening dark green, thick leathery, leaves. The foliage is held on sturdy stems of dark blue or purplish color. Firm round red berries held late into the next season.

2 1/4" pot, 25c

ILEX aquipernyi 'Brilliant' (5) c
Truly a superb neat appearing upright Holly — Its captivating dark green foliage having a reddish cast on its new growth, makes a delightful setting for its large brilliant red berries that are produced in profusion.

2 1/4" pot, 25c

ILEX aquifolium 'Boulder Creek' (6) c
Plant glossy black green leaves on an upright sturdy growing plant. In fall, an abundant supply of bright red berries are borne on this attractive plant.

2 1/4" pot, 25c



MONROVIA NURSERY Co.

P.O. BOX Q, AZUSA, CALIFORNIA



NORTHERN-GROWN STOCK

Strict Grading — Well Packed
Satisfaction Guaranteed

There may be as good — none better.

SEEDLINGS

	3-yr.	Per	Per
Colorado Blue Spruce		100	1000
6 to 10 ins.	\$ 5.00	\$ 35.00	
4 to 6 ins.	4.50	27.50	
Norway Spruce			
6 to 10 ins.	4.50	25.00	
Black Spruce			
6 to 10 ins.	4.50	25.00	
Black Hills Spruce			
8 to 10 ins.	5.00	40.00	
6 to 8 ins.	4.50	35.00	
3 to 6 ins.	3.50	25.00	
White Pine			
4 to 8 ins.	4.00	27.50	
Austrian Pine			
6 to 10 ins.	5.00	35.00	
Scotch Pine, French			
6 to 10 ins.	4.00	22.50	
Ponderosa Pine			
6 to 9 ins.	4.00	30.00	
Norway Pine			
6 to 10 ins.	4.00	30.00	
Douglas Fir, Snowy Mt.			
6 to 8 ins.	4.00	25.00	
4 to 6 ins.	3.50	20.00	
Douglas Fir, taxifolia			
8 to 12 ins.	4.50	30.00	
6 to 8 ins.	4.00	25.00	
Mugho Pine, Tyrolean, sheared			
3 to 5 ins.	6.00	40.00	

TRANSPLANTS

	3-yr., 2	
Colorado Blue Spruce		
8 to 10 ins.	18.00	114.00
6 to 8 ins.	15.00	110.00
4 to 6 ins.	12.00	90.00
Black Hills Spruce		
8 to 10 ins.	18.00	125.00
6 to 8 ins.	15.00	100.00
4 to 6 ins.	12.00	80.00
Norway Spruce		
10 to 14 ins.	12.00	100.00
8 to 10 ins.	10.00	80.00
grafting grade, 3/16 to 1/4-in. cal.	10.00	70.00
Mugho Pine, sheared, 2-yr.		
4 to 6 ins.	15.00	125.00
Austrian Pine		
8 to 12 ins.	12.00	110.00
Douglas Fir		
6 to 8 ins.	12.00	100.00

Write for prices on 10,000 or more

J. R. PALMER & SON
Blackduck, Minn.

Peach
Hydrangea P. G.
Hydrangea P. G. (Layers)
Hydrangea P. G. (Tree Form)
Ornamental Trees
Grapevines, 1-yr.

We solicit contract growing.

Thorne Brewster

WILLOWBEND NURSERY
PERRY, O.

Wilson's Ivy

(Hedera helix wilsoni)

The hardest of them all, with large thick leathery leaves of deep forest green.
Rooted cuttings—\$10.00 per 100, \$80.00 per 1000.

GILSON GARDENS

Perry

Ohio

is an effective means of increasing an order, but one must be sure that the additional profit it brings more than covers the added cost of color printing.

Unfortunately, Mr. Culliman noted, one of the most effective means of increasing the average order is perhaps inapplicable to the nursery field. That means is credit selling, with which other mail-order firms have doubled their average order and quadrupled their annual sales.

In order to even out seasonal peaks and valleys and to increase total business, he suggested that the nurserymen repeat their entire catalog mailing at regular intervals, even monthly. The second catalog so mailed produces two-thirds as much business as the first; the third brings in 50 to 55 per cent as much as the first. This plan, of course, is practical only with small catalogs on which production costs are relatively low.

Diversification also increases total sales, and Mr. Culliman advocated offering as many items as possible that are at all related to gardening. The best way to gain new customers, he stated, is to induce one's present customers to give their catalog to a friend. The second-best is to urge customers to submit the names of friends interested in gardening. He also cited advertising in the Sunday supplements of newspapers as an excellent means of obtaining new customers, noting that the cost is one-half to two-thirds that of a good rented mailing list.

Pillars of Selling Success

Louis Cheskin, Color Research Institute, Chicago, opened his address by stating that any marketing program rests on four pillars, each of which must be evaluated for success. These are quality of product, packaging or styling, advertising and price. By far the most important of these is quality. In any field in which repeat sales are a factor, an inferior product will be a failure, no matter how appealingly packaged, effectively advertised or attractively priced it is. Beyond a certain point, however, the consumer knows little about the relative merits of competitive products; therefore packaging becomes highly important as a means of communicating quality. Its purpose is to create a desire for the product, and packaging achieves this purpose largely without the customer's being aware of it.

In the mail-order field, the catalog may be considered both the package

**MICHIGAN
WEST SHORE NURSERY
MARKETING, CO-OP, INC.**
ZEELAND, MICHIGAN

WHOLESALE ONLY

Annuals • Perennials • Ornamentals
Pine Seedlings • Xmas Trees
Climatized By Lake Michigan Breezes

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Pick of the Month

CHRISTMAS TREES

We've got the trees that bring you top dollar. Scotch and Austrian Pine, plus some Spruce, all graded USDA No. 1 and Premium. We're booking orders now—get yours in without delay.

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ROSES**



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DRESDEN BINGO **BROCADE**
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AUCTION!!

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J. W. DICKERSON & ASSOC.

HORTICULTURAL AUCTIONEERS AND LIQUIDATORS, TROY, OHIO

100,000 PLANTS — WHOLESALE ONLY

ENTIRE NURSERY OF WELL GROWN SPECIMEN STOCK WILL BE SOLD IN EATON, OHIO

MON.-TUES., SEPT. 25, 26, 9:31 A.M.

FIELD-GROWN LANDSCAPE MATERIAL

- 762 Hemlock, Canadian, 30 to 36 ins.
- 142 Hemlock, Canadian, 4 to 4½ ft.
- 35 Hemlock, Canadian, 5 to 6 ft.
- 2468 *Taxus cuspidata*, 15 to 18 ins. and 18 to 20 ins.
- 1469 *Taxus cuspidata*, 24 to 30 ins.
- 40 *Taxus cuspidata*, 30 to 36 ins.
- 1906 *Taxus hicksi*, 15 to 18 ins.
- 1485 *Taxus hicksi*, 18 to 24 ins.
- 229 *Taxus hicksi*, 24 to 30 ins. and 30 to 36 ins.
- 652 *Taxus browni*, 10 to 12 ins.
- 146 *Spruce, Koster Blue* (grafted), 12 to 15 ins.
- 38 *Spruce, Koster Blue* (grafted), 15 to 18 ins.
- 67 *Spruce, Koster Blue* (grafted), 24 to 30 ins.
- 150 *Spruce, Colorado Blue*, 3 to 4 ft.
- 15 *Spruce, Colorado Blue*, 8 to 10 ft.
- 97 *Spruce, White*, 12 to 15 ins.
- 125 *Spruce, White*, 7 to 8 ft.
- 254 *Spruce, Norway*, 12 to 15 ins.
- 125 *Fir, Balsam*, 7 to 8 ft.
- 20 *Fir, Balsam*, 8 to 10 ft.
- 5 *Fir, concolor*, 8 to 9 ft.
- 42 *Juniper, Keteleer*, 30 to 36 ins.
- 268 *Juniper, Pfitzer*, 30 to 36 ins.
- 457 *Juniper, Hetz*, 18 to 24 ins.
- 25 *Juniper, Andorra*, 18 to 24 ins.
- 211 *Arborvitae, Woodward Globe*, 18 ins.
- 53 *Magnolia soulangiana*, 4 to 5 ft.
- 286 *Magnolia soulangiana nigra*, 2 to 3 ft.
- 100 *Day Lilies*, mixed varieties
- 225 *Peonies*, mixed varieties
- 95 *Mahonia aquifolium*, 18 to 24 ins.
- 180 *Euonymus Sarcocoe*, 15 to 18 ins.
- 325 *Euonymus alatus compactus*, 10 to 12 ins.
- 18 *Euonymus alatus compactus*, 18 to 24 ins.
- 45 *Euonymus erectus*, 18 to 24 ins.
- 5 *Viburnum, Leather-leaved*, 3 to 4 ft.
- 5 *Viburnum burkwoodi*, 24 to 30 ins.
- 280 *Viburnum tomentosum mariesi*, 2 to 3 ft.
- 15 *Viburnum cerasi*, 3 to 4 ft.
- 25 *Maple, Japanese Red*, 2 to 3 ft. and 3 to 4 ft.
- 182 *Weigela vanichecki*, 2 to 3 ft.
- 126 *Forsythia Spring Glory*, 3 to 4 ft.
- 74 *Forsythia Lynwood Gold*, 2 to 3 ft.
- 30 *Cotoneaster zabeli*, 2 to 3 ft.
- 35 *Dogwood, Pink*, 3 to 4 ft.
- 20 *Dogwood, Cornelian Cherry*, 18 to 24 ins.
- 84 *Dogwood, White*, 3 to 4 ft.
- 17 *Honeysuckle, zabeli*, 3 to 4 ft.
- 30 *Crab Apple, Flowering*, numerous varieties, 8 to 9 ft.
- 25 *Eleyi*, 6 to 7 ft.
- 20 *Eleyi*, 4 to 5 ft.
- 20 *Prince Georges*, 4 to 5 ft.
- 50 *Hopa*, 4 to 5 ft.
- 25 *Almey*, 4 to 5 ft.
- 20 *Red Silver*, 4 to 5 ft.
- 10 *Oak, Pyramidal English*, 10 to 12 ft.
- 147 *Oak, Shumard*, 6 to 7 ft.
- 100 *Oak, Shumard*, 1½ to 2-in. cal.
- 50 *Oak, Shumard*, 2 to 2½-in. cal.
- 4 *Oak, Pin*, 1 to 1½-in. cal.
- 50 *Hawthorn, Washington*, 7 to 8 ft.
- 13 *Plum, Purple-leaved, Newport*, 3 to 4 ft.
- 160 *Sweet Gum*, 5 to 6 ft.
- 12 *Sweet Gum*, 1½ to 2-in. cal.
- 16 *Maple, Crimson King*, 1½ to 3-in. cal.
- 12 *Maple, Columnar Norway*, 7 to 8 ft.
- 6 *Maple, Schwedler*, 2 to 3-in. cal.
- 661 *Maple, Silver*, 1½ to 2-in. cal.
- 15 *Maple, Silver*, 2 to 2½-in. cal.
- 75 *Maple, Sugar*, 1½ to 2-in. cal.
- 50 *Birch, European Weeping*, 7 to 8 ft.
- 30 *Ash, Green*, 8 to 10 ft.
- 12 *Ginkgo*, 5 to 6 ft.
- 35 *Linden, Large-leaved*, 8 to 10 ft.

CONTAINER-GROWN STOCK

- 34 *Mahonia bealei*, 1 gal.
- 15 *Holly, American*, 1 gal.
- 160 *Maple, Japanese Red*, 5-in. pots
- 141 *Maple, Japanese Red*, 1 gal.
- 75 *Viburnum, Leather-leaved*, 1 gal.
- 80 *Cotoneaster apiculata*, 1 gal.
- 30 *Cotoneaster adpressa*, 1 gal.
- 34 *Cotoneaster wilsoni*, 1 gal.
- 200 *Pyracantha*, 1 gal.

FIELD-GROWN LINING-OUT STOCK

- 1630 *Taxus cuspidata*, 8 to 10 ins.
- 1680 *Taxus cuspidata*, 10 to 12 ins.
- 1042 *Taxus hicksi*, 8 to 10 ins.
- 125 *Biota aurea nana*, 10 to 12 ins.
- 245 *Biota aurea nana*, 12 to 15 ins.
- 50 *Juniper, Pfitzer Compact*, 10 to 12 ins.
- 328 *Juniper, Pfitzer*, 10 to 12 ins.
- 100 *Viburnum, Leather-leaved*, 8 to 12 ins.
- 200 *Boxwood, Korean*, 6 to 8 ins.

BEDDED LINING-OUT STOCK

- 2500 *Taxus browni*, 6 to 8 ins.
- 700 *Taxus cuspidata*, 6 to 8 ins.
- 500 *Taxus cuspidata*, 10 to 12 ins.
- 350 *Taxus hicksi*, 8 to 10 ins.
- 120 *Taxus hayeri*, 8 to 10 ins.
- 125 *Taxus fastigiata capitata*, 6 to 8 ins.
- 3500 *Taxus*, mixed varieties, 4 to 6 ins.
- 1300 *Boxwood, Korean*, 4 to 6 ins.
- 600 *Boxwood, sempervirens*, 6 to 8 ins.
- 50 *Holly, American*, 15 ins.
- 200 *Crab Apple, Flowering* (grafted), mixed varieties, 10 to 12 ins.

POT-GROWN LINING-OUT STOCK

- 4000 *Boxwood, sempervirens*, 6 to 8 ins.
- 950 *Boxwood, sempervirens*, 8 to 12 ins.
- 2250 *Boxwood, Korean*, 4 to 6 ins.
- 150 *Boxwood, fastigiata*, 6 to 8 ins.
- 600 *Ivy, Baltic*, 2¼-in. pots
- 6000 *Taxus hicksi*, 4 to 6 ins.
- 4430 *Taxus hicksi*, 6 to 8 ins.
- 1490 *Taxus hicksi*, 8 to 10 ins.
- 5700 *Taxus cuspidata*, 6 to 8 ins.
- 2000 *Taxus cuspidata*, 8 to 10 ins.
- 3130 *Taxus browni*, 4 to 6 ins.
- 30 *Taxus Moon's Columnaris*, 2¼-in. pots
- 200 *Spruce, Koster*, 5 to 6 ins.
- 104 *Spruce, Koster*, 8 to 10 ins.
- 117 *Spruce, Koster*, 6 to 8 ins.
- 180 *Spruce, Norway*, 10 to 12 ins.
- 700 *Spruce, Norway*, 12 to 15 ins.
- 260 *Juniper, Pfitzer Compact*, 6 to 8 ins.
- 100 *Juniper, hetzi glauca*, 6 to 8 ins.
- 400 *Pachysandra terminalis*, 6 to 8 ins.
- 100 *Euonymus erectus*, 4 to 6 ins.
- 100 *Euonymus vegetus*, 4 to 6 ins.
- 400 *Euonymus Sarcocoe*, 4 to 6 ins.
- 300 *Viburnum tomentosum mariesi*, 10 to 12 ins.
- 150 *Weigela vanichecki*, 8 to 10 ins.
- 100 *Dogwood, White*, 10 to 12 ins.

POT-GROWN LINING-OUT STOCK — Continued

- 175 *Cotoneaster adpressa*, 8 to 10 ins.
- 250 *Cotoneaster apiculata*, 8 to 10 ins.
- 350 *Cotoneaster divaricata*, 8 to 10 ins.
- 350 *Mahonia aquifolium*, 4 to 6 ins.
- 600 *Arborvitae, Woodward Globe*, 8 to 10 ins.
- 110 *Magnolia soulangiana*, 8 to 10 ins.
- 75 *Maple, Japanese*, 8 to 10 ins.

ROOTED CUTTINGS IN FLATS

- 8000 *Taxus browni*
- 3750 *Taxus hicksi*

EQUIPMENT — TOOLS

- 50-gal. Meyers portable sprayer, with spray guns, 25-ft. hose and 8-ft. boom attachment
- Lawn rollers
- Wheelbarrows
- Fertilizer spreaders
- Garden hose
- Sprayers
- Sprinklers
- Hand ball trucks
- 50 bamboo mats
- 100 lath frames, 4 to 6 ft.
- 22 rolls of snow fence
- Bamboo stakes
- Flats
- 40,000 clay pots, 2¼ to 3-in.
- Glass sashes
- Lumber
- Hand tools
- Plumbing equipment
- Tools
- Greenhouse—13x50 ft., heating system, boiler, pipe and accessories
- Office and store fixtures
- Display cabinets, shelf and wallboards
- \$1500 garden store inventory

TERMS

One-half purchase price to be paid on day of sale by cash, certified check, cashier's check or personal check when accompanied by letter of guarantee or reference from your bank. Balance due before removal of stock.

All stock to be dug and removed by purchaser within 90 days after sale. Experienced digging personnel will be available to contract your digging if required.

Stock to be sold in wholesale lots of 5, 10, 25, 50 and 100 and by the row and block.

Field-grown stock to be sold September 25, lining-out stock and equipment September 26.

Your inspection and attendance is invited and welcomed. All purchasing firms are entitled to free lunch for one person.

Not responsible for accidents, should any occur.

J. W. DICKERSON & ASSOCIATES, Auctioneers and Agents for FLORAL GARDEN NURSERIES, Eaton, O.

SALEYARD AND LANDSCAPE SIZES

TAXUS

JUNIPERS

Adams
columnaris
Andersoni
Browni

Capitata
Cuspidata
Densiflora
Holloran
Hattfieldi

Hicks
Hiti
Intermedia
Wardi

Burki
Canaerti
Compact Pfitzer
Glaucha

Glaucha hetzi
Keteleeri
Regular Pfitzer
Scopulorum

SHADE AND ORNAMENTAL TREES

FALL

FOR THE MIDWEST

SPRING

Illinois-grown, transplanted, well-sheared, well-dug.
All hand-dug, B&B, with digging forms, assuring uniform solid balls.

Write or phone for more complete list and terms.

NORTHERN-GROWN, FAR ENOUGH SOUTH FOR EARLY SPRING DELIVERY.
ECONOMICAL TRUCK DELIVERY CAN BE ARRANGED.

H. B. HARTLINE FARM

(On U. S. 51, south of Carbondale, Ill.)

Makanda, Ill.

LANDSCAPE MATERIAL IN QUANTITY

Norway Spruce, 3 to 7 ft.
White Pine, 3 to 9 ft.
Austrian Pine, 4 to 9 ft.
Scotch Pine, 3 to 9 ft.
Red Pine, 3 to 10 ft.
Norway Maple, 1½ to 3-in. cal.
Crimson King Maple, 1½ to 2-in. cal.
Flowering Crab Apples, 6 to 8 ft.
Sweet Gum, 1½ to 2-in. cal.

WADE & GATTON NURSERIES

Rt. 3 Bellville, Ohio
Phone: Butler TU 3-3191

GOOD QUALITY EVERGREEN LINERS



P. O. Box 1747 MILWAUKEE, WIS.

TAXUS LINERS

3-yr., heavy

Taxus cuspidata Each \$0.22
Taxus hicksii22

THE CRUMRINE NURSERY

R. F. D. 2 Alliance, O.



EVERGREENS

Growers of Quality Evergreens
Lining-out Stock a Specialty

Write for Trade List

EVERGREEN NURSERY CO.

Established 1864 : STURGEON BAY, WIS.

NOW BOOKING FOR '62

Now is the time to reserve your
needs in Clematis for future
sales.

BE SURE YOU HAVE OUR LISTS

CUNNINGHAM GARDENS, INC.

Waldron, Ind.



HARDY ENGLISH IVY, HARDY BALTIC IVY

Rooted cuttings for landscape planting.
\$7.50 per 100; \$65.00 per 1000.

Peat pots,
\$18.00 per 100; \$150.00 per 1000.

BEARDSLEE NURSERY Perry, Ohio

America's Finest ROSES • BULBS • PLANTS and SHRUBS

WRITE FOR LIST

MENTOR, OHIO

Wayside

Gardens

CHRISTMAS TREES FOR PLEASURE AND PROFIT
By Chapman and Wray. 216 p. illus. (1967) \$3.75.
American Nurseryman Chicago 4.

and the advertising of the product. For this reason, Mr. Cheskin took exception to the principle of crowding catalog pages. Crowding, he said is effective in persuading bargain-minded customers only. If a mail-order firm wants to convey quality, distinction and pride of ownership, then white space on the catalog pages becomes important, as well as layout design, typography and paper quality.

Regarding price, Mr. Cheskin pointed out that in an affluent society price is related more to quality than to ability to buy. It becomes a psychological factor as well as a practical one, a high price being seen as a symbol of status. He cited several cases in which a product, failing at a low price, became a success when the price was raised and the marketing appeal of the product was changed.

The well-attended round-table session, in which four separate groups were formed to discuss catalog improvement, follow-up mailings, packaging techniques and mail-order copy, is reported elsewhere in this issue.

Mailing Lists

Betty Roskam, Roskam Co., Kansas City, Mo., a mailing list broker, pointed out how mailing list extras can be gained by making one's list available for rental, renting other lists and even trading mailing lists with competitors.

She described the services performed by a mailing list broker and gave these tips on the use of rented lists:

1. Rent only 1,000 names from several different lists for a test mailing rather than one complete list, then rent more heavily from the list that produces most response. Go slowly in this, however, renting perhaps 5,000 names the second time; the initial response may be deceptive.

2. Use a special piece for the rented list; your regular catalog is too expensive for such a mailing, but a mimeographed sheet will produce no response.

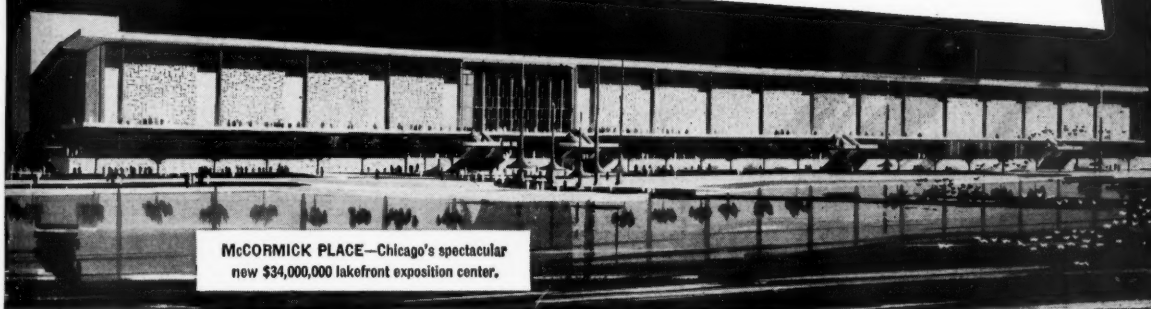
3. Do not request form 3547 on mailing pieces sent to a rented list. If you do, you are going to the expense of cleaning someone else's list for him.

Stating that two of her clients who are competitors have found it profitable to exchange their mailing lists each year, she suggested that nurserymen might give this system a trial. Lists could be traded between nursery firms who specialize in dif-

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Cordially
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LEARN WHAT'S NEW FOR '62 and plan your profits while you do at the largest, most complete, most diversified showing of lawn, garden and outdoor living products ever held. Take advantage of your only opportunity to see the entire market at one time in one place. Find out how you can cash in on new products and services . . . packaging and design . . . promotions and prices . . . policies and campaigns . . . merchandising plans and selling techniques. More than 1,000 manufacturers invite you to fill out and mail the coupon now for your free badge of admission.



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MUrray Hill 2-4802

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☐ Importer-Exporter ☐ Mfgs' Agent ☐ Manufacturer ☐ Other

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Minors under 18 yrs. of age will not be admitted under any circumstances.

Plant these MONEY- MAKERS

BEAUTY BUSH

Kolkwitzia amabilis

2-yr., 9 to 12 ins.

\$ 15.00 per 100

\$125.00 per 1000

RED-LEAVED SMOKETREE

Selected seedlings

6 to 9 ins.

\$ 17.50 per 100

\$150.00 per 1000

NEWPORT NURSERY CO.

Newport, Mich.

WISCONSIN-GROWN CHRISTMAS TREES

Balsam Fir, Native
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Sheared Scotch, White
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Boughs, Wreaths,
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Write for List of
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West Salem, Wisconsin

R. B. Tremain, Secy.-Treas.

ferent types of plants, for example. Even among direct competitors, she asserted, each has plants not carried by the other, and the effect of list trading would be to increase the mail-order habit in customers, a benefit to both firms and to the trade in general.

Postal Rate Report

Among reports presented at the convention was one given by Harry Maginnis, executive manager, Associated Third Class Mail Users, Washington, D. C. He described the difficulties of being a third-class mail lobbyist in Washington with the opposition of the administration and of newspapers and other lobbyists. He reviewed the progress of recent postal rate legislation, including the compromise bill that was to come up for consideration August 17. Nurserymen, he revealed, are held in high regard as third-class mail users by the Senators and Congressmen, and nurserymen's letters to their representatives could be an effective factor in increasing Senate and Congress opposition to postal rate hikes.

In his Washington report, Robert Lederer, American Association of Nurserymen, Washington, D. C., reviewed pending and recent legislation of interest to the nurserymen, including extension of the Mexican labor law and Clark-McNary aid for reforestation federal lands.

LILIES TAKE PRIZES

Thanks to an affinity for jet-age transportation, lilies grown by the Oregon Bulb Farms, Gresham, Ore., this summer captured many of the coveted prizes offered in shows on two continents.

This summer Jan de Graaff, owner of the Oregon Bulb Farms, was recipient of a silver medal award from the Royal Horticultural Society of England, a silver cup for "best lily in the show" at the Royal Dutch Bulbgrowers' show in Holland and the Isabella Preston trophy at the North American Lily Society's international exhibition at Chapel Hill, N. C. Four varieties won four gold medals at the summer flower show in Stuttgart, Germany, and the collection of which these were a part won a gold medal for the best exhibit in the show.

JOHN SEMON, proprietor of Zephyr Valley Nursery, Homer City, Pa., is starting a retail nursery on Route 22, 45 miles east of Pittsburgh, to be known as Route 22 Nursery.

EVERGREEN SEEDLINGS and TRANSPLANTS

For Fall and Spring Delivery

Colorado Blue Spruce		Per 1000
4-yr., T.,	9 to 18 ins.	\$90.00
4-yr., T.,	6 to 9 ins.	72.00
2-yr., S.,	4 to 8 ins.	24.00
Norway Spruce		
4-yr., T.,	8 to 16 ins.	65.00
4-yr., T.,	5 to 8 ins.	45.00
2-yr., S.,	4 to 8 ins.	20.00
White Spruce		
4-yr., T.,	10 to 18 ins.	60.00
4-yr., T.,	5 to 9 ins.	32.00
Black Hills Spruce		
5-yr., T.,	9 to 14 ins.	80.00
4-yr., T.,	4 to 9 ins.	60.00
3-yr., S.,	4 to 8 ins.	30.00
Concolor Fir		
4-yr., T.,	5 to 10 ins.	98.00
4-yr., T.,	3 to 5 ins.	70.00
Blue Douglas Fir		
5-yr., T.,	10 to 16 ins.	65.00
4-yr., T.,	7 to 12 ins.	50.00
2-yr., S.,	4 to 8 ins.	22.00
Gray Douglas Fir		
4-yr., T.,	12 to 20 ins.	75.00
3-yr., S.,	7 to 12 ins.	28.00
White Pine		
4-yr., T.,	5 to 12 ins.	60.00
2-yr., S.,	4 to 8 ins.	20.00
Balsam and Fraser Fir		
3-yr., S.,		28.00
Scotch Pine (Spanish Sierra or French Auvergne)		
5-yr., T.,	14 to 18 ins.	70.00
3-yr., T.,	7 to 14 ins.	50.00
2-yr., S.,	8 to 12 ins.	20.00
Scotch Pine (Austrian Hills)		
4-yr., T.,	12 to 16 ins.	49.00
2-yr., S.,	8 to 12 ins.	20.00
Austrian Pine		
4-yr., T.,	12 to 16 ins.	68.00
3-yr., T.,	6 to 10 ins.	48.00
2-yr., T.,	4 to 6 ins.	20.00

Full satisfaction guaranteed. All transplants are very heavily branched.

Cash with order.

No charge for packing.

W. S. YOE NURSERIES

Madison, Ohio

NORTHERN-GROWN STOCK

Evergreen Liners
Ornamental Shrubs
Fruit Trees
French Lilacs
Caliper Shade Trees
Ornamental Trees
Philadelphus Minnesota Snowflake

Send for complete list.

J. V. BAILEY NURSERIES

1325 Bailey Rd. St. Paul 19, Minn.

NORTHERN-GROWN EVERGREENS

3 to 6 ins., Seedlings
Balsam Fir, \$15.00 per 1000
White Spruce, \$15.00 per 1000

List on Request

C. WILSON'S NURSERY

Pembine, Wis.

POTTED LINERS AND TRANSPLANTS

Taxus, Pfitzers, Andorras

Send for list.

LITTLEFORD NURSERIES

Vincennes, Ind.

TOP-GRADE NURSERY STOCK

From Liners to Landscape

DUGAN NURSERIES, INC.

Center St. Perry, Ohio

Get Your Seedlings From Vans, Michigan's Reliable Source



West Olive, Mich.

FREE CATALOG

New 1961 to '62 edition ready. Write for your copy.

SCOTCH PINES

	Per 100	Per 1000	Per 1000 in 10,000 lots
French Green			
2 to 4 ins.	\$ 3.50	\$10.00	\$ 9.00
4 to 8 ins.	5.00	18.00	16.00
6 to 10 ins.	6.00	20.00	18.00
8 to 12 ins.	8.00	25.00	20.00
5 to 10 ins., TP	8.00	40.00	35.00

Austria Hill

2 to 4 ins.	\$ 3.50	\$10.00	\$ 9.00
4 to 8 ins.	5.00	18.00	16.00
6 to 10 ins.	6.00	20.00	18.00
8 to 12 ins.	8.00	25.00	20.00

Scotch Highland

2 to 4 ins.	\$ 3.50	\$10.00	\$ 9.00
4 to 8 ins.	5.00	18.00	16.00
6 to 10 ins.	6.00	20.00	18.00
8 to 12 ins.	8.00	25.00	20.00

Spanish

2 to 4 ins.	\$ 3.50	\$10.00	\$ 9.00
4 to 8 ins.	5.00	18.00	16.00
6 to 10 ins.	6.00	20.00	18.00
8 to 12 ins.	8.00	25.00	20.00
5 to 10 ins., TP	8.00	40.00	35.00

AUSTRIAN PINE

	Per 100	Per 1000	Per 1000 in 10,000 lots
2 to 4 ins.	\$ 3.50	\$10.00	\$ 9.00
4 to 8 ins.	5.00	18.00	16.00
6 to 10 ins.	6.00	20.00	18.00
8 to 14 ins.	8.00	25.00	20.00
6 to 10 ins., TP	10.00	50.00	45.00

NORWAY SPRUCE

2 to 4 ins.	\$ 3.50	\$16.00	\$14.00
4 to 8 ins.	4.50	20.00	18.00
6 to 10 ins.	5.00	25.00	22.50
4 to 8 ins., TP	10.00	40.00	35.00
6 to 12 ins., TP	12.50	50.00	45.00

WHITE SPRUCE

2 to 4 ins.	\$ 3.50	\$18.00	\$16.00
4 to 8 ins.	5.00	20.00	18.00
4 to 8 ins., TP	10.00	45.00	40.00
5 to 10 ins., TP	10.00	50.00	45.00

COLORADO BLUE SPRUCE

2 to 4 ins.	\$ 5.00	\$20.00	\$17.00
3 to 6 ins.	6.00	25.00	22.00
4 to 8 ins.	7.00	30.00	25.00
5 to 10 ins.	10.00	45.00	40.00
4 to 8 ins., TP	\$10.00	45.00	40.00
5 to 10 ins., TP	12.50	65.00	60.00

ALSO Black Hills Spruce, Douglas Fir, Eastern Red Cedar, and other varieties. Container-Grown Stock, Ornamentals—all top quality. Write today.

SALT TESTS ON AZALEAS

Azaleas and camellias cannot tolerate high soil salinity, even though they grow best in the acid soils and temperate climate of eastern and Gulf Coast areas. Salt levels above 1,800 parts per million in the soil solution were fatal to azalea and camellia plants grown in greenhouse tests at the Virginia truck experiment station, Norfolk.

The studies were conducted in response to requests from growers for help in preventing damage from excess soil salinity.

Severe losses of azaleas and camellias may result from coastal flooding or salt spray carried inland by wind. Brackish irrigation water or large amounts of fertilizer can also cause excess soil salinity.

In the tests, 2-year-old hinodegiri azaleas and Victor Emmanuel and Mathotiana camellias received four 1-inch irrigations. Within a week after the last saline irrigation (April 1), azaleas receiving the highest concentration of salt showed browning of tips on almost all leaves. Older leaves dried and dropped off. The next-to-highest salt concentration caused tipburn on 25 to 50 per cent of the leaves, but no defoliation. Visible symptoms on the camel-

lias were less severe. At the highest salt concentration, older leaves had tipburn and soon dried and dropped, but only an occasional young leaf was affected. Mathotiana showed more injury than the Victor Emmanuel.

By May 1, all of the azaleas and camellias that received the highest salt concentration were dead. The azaleas still had most of their leaves, but the camellias were completely defoliated.

These findings indicate that 1,800 ppm of salt in the soil solution is the upper limit permissible for azaleas and camellias. If coastal flooding or high ocean winds occur, the scientists recommend that soil salinity tests be made to determine whether salt must be leached out to prevent damage. And soil salinity should be checked when brackish water is used for irrigation or when fertilizer applications in large amounts are made.

The first horticultural book in which every tree and plant listed is illustrated in full, living color!

GARDEN PLANTS IN COLOR

AUTHENTIC COVERAGE OF 8 CATEGORIES

Your choice of two editions:

1. The loose-leaf edition, for use as a sales book. Enables you to actually show customers what your plants look like.

2. The regular-sewn library edition for those who prefer it as a reference volume, rather than a workbook.

- Broad-Leaved Evergreens
- Deciduous Flowering Shrubs
- Trees, Shade and Flowering
- Vines and Ground Covers
- Coniferous Evergreens
- Azaleas
- Camellias
- Rhododendrons

\$42.50 each

438 FULL-COLOR REPRODUCTIONS

Make your own SALES MANUAL

Owners of this book may select sheets from it containing illustrations of plants they sell, then order by page number, insert in ring binder like cover of book and have their own sales manual.

Ask for order form for assorted pages, with prices, when ordering book.

AMERICAN NURSERYMAN 343 S. DEARBORN ST. CHICAGO 4, ILL.

Mail-Order Survey Aimed At Upgrading Catalogs

The final report on a 2-year study of mail-order catalog practice was presented to the National Mail Order Nurserymen's Association at its convention held August 6 to 8 at the Hotel La Salle, Chicago, Ill. (A general report of the meeting appears separately in this issue.)

Dr. Max Brunk, professor of marketing, department of agricultural economics, Cornell University, Ithaca, N. Y., worked his report into a 28-page mimeographed booklet, designed to be used by each member as a test for his own catalog.

Each section of the report, dealing with a specific element of catalog composition or content, began with a discussion on how to use that element (illustration, for example) most effectively. A score sheet at the end of each section allowed the reader to evaluate his own catalog practice against the industry average, derived from 100 random catalogs tested in the survey.

Dr. Brunk noted that the decision as to what is good or poor practice depends to a great extent on the size and character of the individual business and the corporate image it is attempting to convey. This individuality, however, should be developed within the framework of good merchandising practice.

Product Description

Descriptive catalog text, or product description, can be as important as illustration, yet it is one of the areas of greatest neglect in nursery mail-order catalogs, according to Dr. Brunk. The text should be accurate, brief and clear, with all technical terms eliminated except for botanical plant names. Illustrations should not be separated from the descriptive text. For greatest effectiveness, the average number of words in product descriptions should be between 20 and 49. Sentences within the description should be short—from eight to 13 words in length.

An orderly and simple arrangement, according to Dr. Brunk, is best for catalog composition. Odd-shaped or silhouette pictures should be used sparingly. In the interests of economy, there is a general tendency to squeeze margins, but a little white space effectively used contributes greatly to the quality image

of a firm. In proper margins, white space helps achieve unity. Used wisely between illustrations and between type columns, it gives the page life. Too much white space, however, makes a page "fall apart."

Facing pages should always be considered as a unit. They should balance and complement one another, without necessarily being identical in design. In general, there should be no more than 30 products offered per double-page spread.

Use of Illustration

Illustrations are to the mail-order catalog what special displays are to the retail store—a device to attract attention and simplify customer buying. Excessive artistry, which distracts attention from the product, should be avoided, as well as excessive quantity of illustrations, which creates a bargain image. One large illustration with a purpose is more effective than the indiscriminate use

of many small ones. No more than three or four illustrations should be used on a page. A good black and white is preferable to a poor color illustration. Color is effective, but only if the reproduction is accurate and of sufficiently high quality to justify its added cost.

Every catalog should be organized into logical and orderly sections (fruit trees, ornamentals, etc.). A jumble of unrelated items is inconvenient for the customer and gives the impression that the firm has a little of everything and not much of anything.

All the catalogs surveyed were departmentalized to a degree. But this was often not apparent, because too many exceptions were made or because identification headings were not used effectively. Planting instructions, special promotional materials, maps or letters destroy departmentalization if they are bound in the center or between pages of the catalog. Nearly half the catalogs in circulation, Dr. Brunk noted, make the last-named error.

Simple Guarantee or None

If a guarantee is to be published in the catalog, it should appear in large type in a prominent place and

SPECIMEN EVERGREENS

Heavy Shrubs

JUNIPER GRAFTS

Spring, 1962

LINING-OUT STOCK

SNEED NURSERY CO.

P.O. Box 6330

Oklahoma City 11, Okla.

Quality Stock

Cherokee Chief Red-Flowering

Dogwood

(Plant Patent No. 1710)

Dogwoods of Named Varieties

Conifers — Flowering Crab Apples

Evergreens — Fruit Trees — Liners

Write for our wholesale list.

BUY QUALITY

TENNESSEE VALLEY NURSERY

Phone: WO 7-2652 Winchester, Tenn.

For the finest in

NURSERY-GROWN SEEDLINGS

Write —

Forrest Keeling

Nursery

Elberry, Mo.

Hugh Stevenson, Prop.

**MISSOURI
GROWN
IS HARDY...**

THANKS

to our customers for making the '60-'61 season the best ever!

Please come by this summer to see us and our Highest Quality Evergreens that are going to be better than ever and in larger quantities for '61-'62.

MONROE NURSERIES of CROSSVILLE, ALABAMA, Inc.

P. O. Box 95

Crossville, Ala.

MORNING STAR NURSERY, INC.

Rives, Tennessee

Wholesale Growers

Evergreens, Trees

Deciduous Shrubs, Roses

Send us your want list.

LILIES

For Garden and Greenhouse
Our 1961 trade catalog offers a most comprehensive collection of hybrids and species. Copy on request.

Hardy Cyclamen a Specialty

EDGAR L. KLINE

17195 S.W. Bryant Rd. Lake Grove, Ore.

THE ART OF HOME LANDSCAPING

By Garrett Eckbo

Chapters include home planning, case studies, foundations, surfacing, enclosure, shelter, enrichment, plants and planting. Profusely illustrated with photos, drawings and sketches. 278 p. (1956)\$5.95

AMERICAN NURSERYMAN

343 S. Dearborn St.

Chicago 4, Ill.

NEW—DAWN REDWOOD METASEQUOIA GLYPTOSTROBODES

Hardy, unusual, exotic, rare. You can offer something few others will have. Write for description and romantic story of its discovery. Fine plants in gallon cans, \$2.00. Packed in individual cartons for shipment, \$2.40.

HARVEY TEMPLETON

phytotektor.
U.S. HWY. 64-41A
WINCHESTER — TENNESSEE

SEED

TREE and SHRUB

Importers, collectors and dealers of tree and shrub seeds. Purchase by mail the easy way. Write for free price list.

FORESTRY ASSOCIATES

160 E. Hamilton St.
P.O. Box 1069 Allentown, Pa.
Phone: HEmlock 4-5708

CUMBERLAND VALLEY NURSERIES, INC.

Wholesale Growers of Dependable
Fruit and Flowering Trees
Write for latest price list.

313 N. Chancery St.
McMINNVILLE, TENN.

QUALITY STOCK GROWN BY US

Cherokee Chief Red-Flowering Dogwood
(Plant Patent No. 1710)
Shade Trees, Flowering Trees, Ever-
greens, Broad-Leaved Evergreens.

Write for wholesale list.

HAWKERSMITH & SONS NURSERY
Tullahoma, Tenn.

FRUIT TREES

STANDARD and DWARF
Write for wholesale list.

MALONEY BROS. NURSERY CO., INC.
Dansville, N. Y.

FRUIT TREES

Dwarf and Standard

Send for Wholesale List

KELLY BROS. NURSERIES, INC.
Dansville, N. Y.

SEEDS

Collectors of Tree, Shrub and
Wild Flower Seeds

Crude Drugs and Ornamentals

E. C. MORAN, Stanford, Mont.

KYLE'S

Garden and
Floral Center
1340 W. Jackson St. EL 4-8198
Painesville, Ohio

CHRISTMAS TREES

Scotch and Austrian Pine
Send for Our Price List

should be stated in a short sentence of not more than 24 simple words. The speaker emphasized that if the guarantee cannot be so stated, it is better to avoid the issue completely.

Industry practice, he said, is poor in this regard. Guarantees found in most mail-order nursery catalogs are so complex and qualified as to raise doubts in the customer's mind concerning the ability of certain plants to grow and the firm's reliability.

As a rule, the catalog should be mailed in an envelope to assure its arriving clean and unutilized. A dirty or torn catalog is likely to be discarded at once. The catalog should include an accurate, complete index, printed in large, easy-to-read type. This should be placed inside the back cover or on the first page.

The prime requisites for an order form are simplicity and convenience. If the order form is so complicated that it must be accompanied by special instructions, it should be revised. Optimum practice is to bind in the catalog a simple combination order form and postage-paid return envelope. Many an order has been lost, Mr. Brunk remarked, because the average homeowner does not keep postage stamps at hand.

Though the industry average was fairly high with regard to use of a combined order form and mailer bound in the catalog, only 13 per cent of the catalogs used in the survey provided postage-paid envelopes or mailers. "Automatic" forms on which items and prices are prelisted are more suitable for specialty houses than for firms carrying a wide range of products.

Any association names or symbols used in the catalog should be explained. Several catalogs, Mr. Brunk remarked, made extensive use of the All-America Rose Selections symbol with no explanation whatever of its significance.

The cover must tell what the catalog is about in the fewest possible words. The composition must be appealing, arousing the customer's interest as to what is inside. Both text and illustration can be used or text alone. But in either case the cover must be kept simple, in good taste and in keeping with the image the firm wishes to convey. An index on the cover is unattractive and likely to be incomplete, because of space limitation.

Pricing Practices

In the retail merchandising field the practice of odd-cent, or "psychological" pricing, is an honored one. It is more widely accepted, however, for products selling for under



NOW!

**You Can Grow and Sell the
Augustine Ascending Elm
with CONFIDENCE because
it's FULLY GUARANTEED!**

OUR GUARANTEE: Tests conducted by scientists lead us to believe that this tree has a very strong resistance to elm disease. The experience of thousands of satisfied people who own them supports this finding. We therefore make this unconditional guarantee to our customers: Any Augustine Ascending Elm Tree which dies within three years from the date of your purchase because of any virus or fungus will be replaced FREE by another tree of the same size as when purchased, by Augustine Ascending Elm Associates, Inc.

THE AUGUSTINE ASCENDING ELM WAS
DISCOVERED 40 YEARS AGO!

● **BEAUTY** . . . stately columnar form; straight, slim trunk; large-leaved rich green foliage; symmetrical limb and twig pattern for year-round elegance.

● **STRENGTH** . . . upland branches to sturdily withstand wind and weather; deep down-growing roots for firm anchorage; vigorous resistance to fungus or virus disease and to drought.

● **ADAPTABILITY** . . . compact structure and dependable uniformity for matched landscaping effects; neat, graceful look for specimen plantings; narrow, upright shape permits close planting for windbreak or enclosure.

● **UNIQUE SUITABILITY FOR STREET PLANTING** . . . economy as to price, planting cost and maintenance requirements; deep, narrow root system to avoid sidewalk cracking; slender, rising form without overhang to prevent traffic obstruction.

● **RAPID GROWTH** . . . just 5 years from sapling to tree.

● **CONVENIENCE** . . . slender, vertical contour, long trunk and non-surface rooting habit permit grass to grow freely right to trunk base; reproduction by grafting makes the Augustine Elm practically seedless and prevents springtime litter; pruning is reduced to minimum; can be transplanted easily and without setback.

**LINERS as well . . . NOW READY!
WRITE FOR SPECIAL OFFER!**



**AUGUSTINE ASCENDING
ELM ASSOCIATES, INC.**

932 East 50th Street
Chicago 15, Illinois

TAXUS

SHEARED

	Each per 100	Each per 500
Taxus intermedia		
15 to 18 ins.	\$2.75	....
18 to 24 ins.	3.25	....
Taxus cuspidata		
12 to 15 ins.	2.25	\$2.00
15 to 18 ins.	2.75	2.50
18 to 24 ins.	3.25	....

We are located 10 miles East of Louisville.

LILLARD'S NURSERY

Moser Rd., R. R. No. 2
Jeffersontown, Ky.

Broad-leaved Coniferous Evergreens

Write for complete price list.

T.G. OWEN & SON, INC.
Columbus Mississippi

POTTED LINERS Taxus Junipers

B&B sizes to trucks only.

HUMPHREYS LANDSCAPE SERVICE
Mt. Sterling, Ky.



Azaleas, Ilex
and Magnolias

Lining-out and con-
tainer-grown stock.

Semmes, Ala.

WE SPECIALIZE IN FINE Azaleas and Camellias

Write for Catalog

FLOWERWOOD NURSERY

GREGORY L. SMITH, Owner
Rt. 1, Box 130 MOBILE, ALA.

Bamboo, Gardenias, Figs, Shade Trees

Write for Complete List.

McKEE'S NURSERY

P. O. Box 749
Covington, La.

CHINESE CHESTNUT TREES

Seedlings only of the Peter Lul strain, 1-yr. whips and 2-yr. branched, mostly Nanking progeny. Also, properly stored weevil-free seed nuts. Our low costs of production permit low quantity prices. Inquiries invited.

LEELAND FARMS

Leesburg, Ga.



NURSERIES

McMinnville, Tenn.
Shades — Liners — Fruits

Quality Plants Since 1841

HILLENMEYER

GEORGETOWN 22
ON U.S. 25 NORTH
Nurseries
LEXINGTON, KY.



Commercial Nursery Co.

Decherd, Tennessee

Wholesale Nurserymen Since 1900

\$5 than for those priced above that figure; any departure from this norm should be based on a well-developed purpose—to indicate specials and the like. Although 15 per cent of the catalogs surveyed by Dr. Brunk used odd-cent pricing, many of them priced some items in round numbers and others in odd cents with no apparent reason. This tends to weaken the customer's confidence.

Prices should generally be quoted in large, boldface type. Excessively large type, however, pointing up specials, should be used sparingly. Not more than one or two extra-large prices should be used on a page. Not over three prices should be quoted for different sizes or counts of one product, and these prices should have a logical relationship to each other.

If there is a saving in multiple pricing, that fact should be impressed on the customer—by specifying the amount of the saving, for example.

Price Variance

Included in Dr. Brunk's mimeographed report was a table indicating the wide variances in prices listed for similar items by 100 mail-order nursery firms. Magnolia soulangiana, two to three feet, was priced by the 23 firms that listed it at anywhere from \$2.75 to \$10. Three to 4-foot plants of Cornus florida ranged from \$1.31 to \$12 in the 30 catalogs in which it appeared.

Dr. Brunk remarked that if this were to indicate nothing else, it would certainly prove the absence of price collusion in the trade. It also indicates, however, the vast opportunities that exist for effective merchandising.

INDIANA SUMMER MEET

[Continued from page 10]

Sons, Inc., Indianapolis, chairman of the convention site committee, for the A. A. N., stated that the 1962 meeting will be held at Denver, Colo.

Prof. Donald L. Schuder, department of entomology, Purdue University, who was re-elected president of the Nursery Association Secretaries, spoke briefly on I. A. N. needs.

The principal speaker of the evening was Rice Kello, an Evansville businessman. Mr. Kello stated that the members attending the summer meetings "have set themselves apart as better than the other nurserymen—those who stayed at home." He noted that many nurserymen stayed away because they believed they had already heard nine out of 10 things that would be said, but

he found that the one thing out of 10 which he had not heard paid for his cost of attending conventions.

Nurserymen, Mr. Kello said, are salesmen. To be a top salesman one must find out what people want and why they want it. Instead of plants, one might sell a place for people to have parties, to entertain friends, to impress other people and to gain privacy insured by plant screens. People do not want plants as such; they want what the plants provide—an estate-like yard.

Wednesday morning, the nurserymen assembled at McCarty's Colonial Garden Center. James McCarty and his capable staff have assembled a fine variety of plants under lath and all of the tools and materials needed for modern gardening and garden living.

After inspecting the McCarty establishment, the members split into several groups for tours. The women and children enjoyed a free bus tour of the city, visiting the Museum of Arts and Science, the Mesker zoo and other points of interest. Another group formed a car caravan and visited neighboring nurseries.

The northern Indiana nurserymen were surprised at the variety of plants which could be grown in the Evansville area. At the Tri-State Nursery, owned by Kenneth Draper, hollies, azaleas and camellias, reported to be reliably hardy in southern Indiana, were displayed. The northern men were particularly impressed by Stokes and Hetz hollies. Mr. Draper also showed the group a new plastic greenhouse which he intends to use for roses in the spring.

The group visiting the Tillman Nursery, Newburgh, looked with envy at dwarf junipers, bald cypress, cucumber magnolia and a silver-bell tree.

The meeting ended with a buffet lunch furnished by McCarty's Garden Center.

BUILDING a garden center this summer, as well as offering landscape design consultation and maintenance, is Jon Galloway, Escalon, Calif. He is being assisted by his wife, Nancy. The business will be called Galloway's Garden Center.

BORN recently to the wife of James Griffin, executive secretary of the Florida Nurserymen and Growers Association, was a daughter.

GLEN ACRES is the name of a business started by A. E. Newton, Jr., at 516 West Main street, Fredonia, N. Y.




PECAN TREES for 75 YEARS

Wight's — for 75 years, growers of fine pecan trees! Buy your pecan trees from the South's oldest and best pecan specialists. Demand is high and supplies are short. You'll be smart to cover your needs from this list.

Varieties: Stuart, Schley, Desirable, Mahan, Farley.

grade	each per 100	each per 1000
2 to 3 ft.	\$1.45	\$1.35
3 to 4 ft.	1.60	1.50
4 to 5 ft.	1.80	1.70
5 to 6 ft.	2.10	1.95

Ask for 75th anniversary wholesale list—ready now.

Wight 
NURSERIES, INC.
CAIRO, GEORGIA • SINCE 1887
"WIGHT GROWN MEANS GROWN RIGHT"

WHOLESALE GROWERS OF QUALITY NURSERY STOCK

Crimson King Maple	Moraine Locust	Pin Oak
Norway Maple	Sunburst Locust	White Birch
Pink and White Dogwood	Flowering Crab Apple	Hemlock
Chinese Chestnut	Peach and Cherry	Pfitzer Juniper
	Hall's Honeysuckle	Fruit Trees

Write for descriptive catalog.

BOYD NURSERY CO., INC.

McMinnville, Tenn.

A General Line of
**FRUIT and ORNAMENTAL
TREES and PLANTS**

BUNTINGS' NURSERIES, Inc.
BOX 3 SELBYVILLE, DEL.

Maurice C. Ravensberg
Boskoop, Holland

Reliable exporters for general nursery stock since 1922.

Catalog on application



Fall Bulb List Ready
Packaged or Bulk
GILMORE PLANT & BULB CO.
Jullian, N. C.

Wholesale Growers of
Quality Nursery Stock

Since 1885

PONTIAC NURSERY CO.
Obion, Tenn.

PLANT NOTES HERE AND THERE

By C. W. Wood

Questions and Answers

Q.: "Would the statices, other than *S. latifolia*, be hardy in northern Iowa?"

A.: I believe that most of the readily available kinds would be hardy with care. At one time I had 40 or more kinds under trial here in northern Michigan in a confusedly wide range of names, from the 2-inch *S. minima* to the 3-foot *S. caspia*, and found most of them winter hardy in protected spots. Many suffered badly, however, after the snow left and there were nights of freezing temperatures and days of sunshine; then, I kept excelsior handy to spread over them when needed. Just enough to keep burning wind and scorching sunshine from injuring the evergreen leaves was all that was necessary. I found, too, that a few evergreen boughs were useful to hold the excelsior in place.

Q.: "I have had several inquiries during the past year for *Ionopsidium acaule*. Would it be hardy here (Massachusetts)?"

A.: No, it would not likely be hardy in your state, but even so, it has much value for the gardener. It is a member of the crucifer family, growing naturally in Portugal and northern Africa. Although really a perennial, it is, because of its tenderness to cold, treated as an annual in the north. It is a plant of many uses, being of value, for example, in the window garden, where it proves to be practically everblooming, but its greatest value, to me, is its performance in the cool, moist sections of the rock garden or along the edge of the bog. There, it will make a pleasing carpet of green, on which shine little, 4-petaled, lavender flowers during most of the summer. It is easily grown from seeds, as any crucifer is.

Q.: "What happened to *Hesperis steveniana*, which you recommended to me about a quarter of a century ago? You sent me some seeds and I grew the plant for several years, sold a lot of them, and finally lost it entirely. Do you know a source of supply? Perhaps a note in the American Nurseryman would prompt others to try it."

A.: I do not presently know a source of supply but will make in-

quiries and let you know if successful. I have searched my file and find that I have an entry in an old book (1934) which may answer the purpose. It reads in part as follows: "*Hesperis steveniana*, as I have it, makes a many-stemmed bush about 15 inches high, its long, unevenly notched leaves forming a ground-hugging rosette during its first year. This foliage is ornamental in itself, but far greater beauty comes in the plant's second year, when, in early spring, it sends up much-branched stems, ending in a shower of lovely blue-lavender rocket-flowers. In northern Michigan it commenced to bloom in April and continued into June. It is easy to grow in any ordinary garden soil in full sun, is a good dry-weather plant and is easily grown from seeds. In fact, it self-sowed quite freely, as should a biennial."

Q.: "For several years, I have been seeing cut blooms of alstroemeria on the summer Kansas City wholesale market. Now, a cousin in California has promised me 200 tubers of *A. pelegrina alba* this winter. Of course, he grows them in the ground all year, but I should probably have to dig and store them indoors during the winter. Tell me, will you please, how to handle them."

A.: So far as my experience goes (it does not include many of the named hybrids), you are making a good choice when you select the white form of *A. pelegrina* for your experiment. Type *pelegrina* has 2-inch, purple-spotted, lilac-colored flowers in a large umbel at the top of a foot-long, or taller, stem, when grown in the open in summer. There are several tall-growing kinds, which you may want to try later, including the 3-foot *A. chinensis*, but I think you are well-advised when told to stick to *A. pelegrina alba* at first. The following schedule

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was found to be the best for northern Michigan conditions:

Dig the roots in fall, after the foliage has been killed by frost; store the clusters in dry sand (I am not sure storage in soil is necessary, but I found it best) until ready to plant the following year, when they should be divided, planting the large ones for flower production and lining out the small ones for growing on. They seem to prefer part shade and a rich soil, preferably one containing an abundance of leaf mold or well-rotted manure. If you grow in pots, as some northern producers do, remember to repot plants yearly in fresh soil and, when they are in active growth, give frequent applications of liquid manure.

Saxifraga aizoon

Even though I am inclined to agree with those enthusiasts who say that Saxifraga aizoon is the best of all rock garden plants, I do not care, for obvious reasons, to do so. But I am not likely to get anyone in my hair if I say that it and its forms are among the best for gardeners who have not the time, or do not care to go to all the work necessary, to keep some other beauties in a happy frame of mind.

As the species has spread over the mountains of the world and the arctic regions, it has varied into many forms. These forms, having been thrown together in gardens, have produced so motley a crew that now one is never sure what will come out of a packet of seeds. It is not certain that the true plant, as described by Jacquin, is in gardens. But that, I believe, is of little consequence to the gardener who is looking for good garden materials.

It may be grown from seeds without difficulty, but almost anything in the way of an incrustated saxifrage is likely to turn up from seeds. Growth during early stages of a seedling's life is also provokingly slow; so in most cases it is best to commence with plants of selected forms and reproduce them vegetatively.

The best forms of the species generally available in this country, according to my experience, are baldensis, flavescens, lutea and rosea. Baldensis is the smallest manifestation of aizoon that I have seen, its minute rosettes of ash-gray, heavily incrustated leaves and whitish flowers rivaling the difficult kabschia saxifrages in all-round beauty of form and flower.

Flavescens and lutea are mainly noted for their yellow flowers, clear lemon-yellow in flavescens and much

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Each	
2 to 3 ft., BR	\$1.00
2 to 3 ft., B&B	1.25
3 to 4 ft., BR	1.50
3 to 4 ft., B&B	2.00
4 to 5 ft., BR	2.00
4 to 5 ft., B&B	2.50

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	per 10		per 100
6 to 12 ins., BR	\$0.60		\$0.50
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30 to 36 ins., BR	1.75		1.50
3 to 4 ft., BR	2.25		2.00
3 to 4 ft., B&B	2.75		2.50
4 to 5 ft., BR	3.00		2.75
4 to 5 ft., B&B	4.25		4.00
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By John J. Pinney. 64 p. (1958). \$1.00.
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2 to 2½ ft.	3.25
2½ to 3 ft.	5.00

These are all heavy plants.

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deeper in lutea. In variety rosea the flower color is a lovely pink. My personal choice is baldensis, an easy, beautiful little charmer when established in a crevice that is not too hot.

About all that one needs to grow these incrustated saxifrages is a crevice or ledge in a wall, a deep slope in the rock garden if the soil is naturally heavy or almost any well-drained spot in sandy soil. In my light sand, I grew them in level, raised beds with never a worry about the rotted rosettes mentioned by some writers. If the soil is heavy, it would be well to lighten it with sand and stone chips, preferably limestone, and the addition of leaf mold is always to be recommended.

If the plants are given the foregoing conditions and some shade during the hottest part of the day in the warmer sections of the country, there are few gardeners who cannot enjoy them. The more I observe gardens and gardeners the more I am convinced that the reason so few saxifrages—especially the incrustated ones—are grown is that the plants are practically unknown to most gardeners, and that many who know of them have been misinformed about their culture.

Erinacea pungens

A Virginia reader recently asked why I have never mentioned the little hedgehog broom, *Erinacea pungens*, during the 20 years or more that he has been reading the American Nurseryman. There are several reasons for this apparent neglect, I suppose. The principal ones are that it is hard to get hold of the plant and it would probably not be hardy outside the south. There are other reasons, too, including the fact that it is not easy to propagate and it is of very slow growth. In the face of all that, I am glad to tackle the subject, with the hope that it may interest some of my readers.

According to my notes, my last experience with the plant was in 1936, when I made the following entry in one of my field books: "After we had nursed the hedgehog broom, *Erinacea pungens*, for three or four years, it gave, last year, scattered bloom, but this year has quite covered itself with pretty, blue-purple, legume flowers, showing us why gardeners in more favored sections are so fond of it. It makes a dense, spiny bush, less than a foot high, as it grew here, with the appearance of being quite leafless, and produces its inch-long flowers in clusters."

It is said to inhabit limestone soil in the lower reaches of the moun-

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tains of southern France, Spain and Corsica. Bearing out this observation, I find Farer saying that it "is abundant on warm slopes and open earthy places, especially on the limestone, throughout the hills of Granada, Valencia and South Catalonia ..."

The books say that the plants want the same treatment when they are transferred to the garden stressing a sunny situation protected from cold winds. Because of its tenderness, I grew it in pots, finishing a couple of plants in 8-inch pots. I doubt that it would be reliably hardy outside the deep south, though it would probably be worth a trial as far north as the Carolinas, perhaps even tidewater Virginia.

Propagation would probably not be rapid by any method. My own plants (three of them, as I now remember) were grown from seeds (they never produced a seed while they were in my trials), and that certainly was a slow process. The records show that the seedlings had to stay in the seedpan for two years before they were large enough to pot up. And they did not bloom, even sparingly until the fourth year.

I grew two plants, as I recall, from cuttings. An English friend, who has grown the plant commercially, tells me that cuttings, taken with a heel soon after flowering and inserted in sand around the edge of a pot, root quite well and should be ready for potting by early autumn.

Petasites Fragrans

A Tennessee reader asks if Petasites fragrans is worth growing. I suppose that an answer would have to be conditional, for the plant can

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WRITE
TODAY

be an ornament or a pest, depending upon the way it is used.

Of the 20 or more kinds of petasites, this one, P. fragrans, is perhaps the best known. I base that opinion on the large number of common names—including butterbur, butterfly dock, pestilenceweed and winter heliotrope—that the plant has accumulated during its long association with gardeners; but its present infrequent presence in gardens does not bear out the conclusion. The fact that it can become a pest is no doubt the reason for its present eclipse.

Many a gardener would, however, be willing to put up with its spreading habit, for it is one of the earliest sweet-smelling flowers to open in

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spring. If an unconsidered spot in a sheltered, shaded corner is chosen for its home, most gardeners would call the blooming period, when pale lilac-colored heads appear on 8-inch stems, a happy event. It is best in a moist spot, and is easily increased by division.

Rugosa Rose Schneezwerg

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	Per 10	Per 100
6 to 8 ft., 1-in. cal.	\$8.00	\$75.00
5 to 6 ft., 1 1/16-in. cal. ..	6.50	60.00
4 to 5 ft., 9/16-in. cal. ...	5.50	50.00
3 to 4 ft., 7/16-in. cal. ...	4.50	40.00
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4 to 5 ft., 9/16-in. cal. ...	5.50	50.00
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suspect that the new rugosa hybrid, Schneezweg, will meet a hearty response from the average gardener. And it makes me think that it and other trouble-free roses would make good property in the hands of northern neighborhood growers.

Fragrant, semidouble, white roses on bushes to 30 inches in height during most of the summer (I saw it in late August, when it was a lovely picture), make it an important garden shrub. The showy, bright red hips, all during the latter half of its blooming season, are an added attraction.

Lobelia Dresdensis

Although the ancients made much of the lobelia family in their herb medicines (witness: Indian tobacco, Lobelia inflata, and the large blue lobelia, L. siphilitica), they did not overlook their ornamental value (witness: cardinal flower, L. cardinalis, and that same L. siphilitica). The cardinal flower has carried over into modern times, and we often see it in present day plantings, especially where gardeners have learned that a heavy mulch and an occasional watering will make it forget its swampy home.

But L. siphilitica seems not to have been so fortunate in its appeal to moderns. It is to be hoped, then, that a kind new to me, L. dresdensis, will serve to awaken an interest in the blue-flowered ones. Instead of the three feet attained by the type in good, moist soil, dresdensis does not exceed two feet; its growth is more compact and branchy, and, therefore, it is more floriferous. The flowers are slightly larger, and of the same, lovely, deep blue shade. I have no idea where it originally came from, but am sure it will make a good impression on nursery customers.

KANSAS FIRM'S CHANGE

New owners and partners in the Williams & Harvey Nurseries, Kansas City, Kan., a pioneer nursery in the Prairie Village area, are G. M. (Bud) Shepherd, son of a former partner in the nursery, and Fred Little, associated with the firm for 12 years. An account of the management change published in the local newspaper also tells the nursery background of the new operators of the 40-year-old business.

When the Williams & Harvey location at 72nd street and Mission road was sold recently, Charles Williams retired. His partner from 1936 until his death last November



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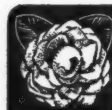
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was M. A. Shepherd, father of G. M. Shepherd. The latter has been operating the Village Nursery at 75th street and Mission road, the firm's present location, since 1954 as a subsidiary of Williams & Harvey Nurseries. "Bud" Shepherd and Fred Little consolidated the firm's original facilities with the Village Nursery.

G. M. Shepherd, 34, has lived in the Prairie Village area most of his life. After graduating from high school he went to West Point Military Academy. He served four and one-half years as a pilot in the air force. He and his wife are the parents of three sons, Tom, Terry and Dave. Mr. Shepherd is a past president of the Kansas Association of Nurserymen.

Fred Little, a graduate in ornamental horticulture at Kansas State University, is a former lieutenant commander in the navy. He is now president of the Western Association of Nurserymen. He is the father of two children, Susanne, 14, and Terry, 12.

CONTAINER SOLUTIONS

In an oral report to the American Society for Horticultural Science, at its recent meeting, Dr. H. L. Flint, department of horticulture, University of Rhode Island, Kingston, summarized work done in an effort to determine the amount of nutrient solutions that must be applied in excess to prevent accumulation of salts when the method referred to in the trade as constant feeding is used. Regarding the experiments Dr. Flint says:

"Our present interest in this method, whereby nutrients are added in solution at every watering, is in using the method as an experimental tool for maintaining steady nutrient levels for container stock. This is part of a larger project in

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which we are attempting to describe optimum soil test levels for nitrogen and potassium, using a limited number of crops.

"In the actual work, several growing media were placed in 1-gallon cans and saturated with a strong nutrient solution. They were then leached with successive increments of a much weaker solution, and the amount of leaching solution necessary to remove the salts from the stronger solution from different depths in the can was determined by testing these media at different locations for total soluble salts. Some of the media used were peat moss-

dune sand, peat moss-bank sand, peat moss-horticultural perlite and peat moss-bank sand-soil, in each case in equal parts by volume.

"In general, with these media, one inch of solution was sufficient to leach the top one-half inch, while two inches of solution was required to leach the middle part of the medium and five inches was required to leach completely all the medium in the container, because of a small pocket of solution that did not drain from the very bottom of the can. These amounts would need to be increased, of course, with larger containers."

Pacific Coast News

LOS ANGELES CHAPTER

Election of new officers was the only business feature at the July meeting of the Los Angeles chapter of the California Association of Nurserymen. The event, held at Farnsworth park, Altadena, Calif., was a family picnic, with a potluck dinner and hamburgers barbecued by the officers and board members.

Officers named were as follows: President, Robert Bartholomew, Hi-Mark Nursery, Inc., Santa Ana; vice-president, Otto Martens, Deigaard Nurseries, Monrovia; treasurer, James Hines, Hines Wholesale Nurseries, San Gabriel, and secretary, James Meadows, Meadows Bros. Nursery Supplies, Altadena.

Directors elected included Clarence Wellington, Wellington's Nursery, Temple City; Les Marshall, Marshall's Camellia Gardens, San Gabriel; Wilbur Korsmeier, Town & Country Nursery, Whittier; Olle Olson, Olle Olson Nursery, Inc., Anaheim, and Fred Herbert, Fred H. Herbert Nursery, Monrovia. Held over for another year as directors are Cliff Comstock, Monrovia Nursery Co., Azusa; Kirby Lesh, Better Gardens, San Marina, and Frank Ishida, Uneda Garden Nursery, South Gate. Clark Zangger, Perry's Plants, Montebello, past president, becomes director at large.

James Meadows, Sec'y.

TO AID CONGO MISSION

Louis Hammond, for 16 years owner and operator of the Inglewood Nursery, Inglewood, Calif., sold the business recently to become a Methodist missionary in the Congo. Mr. Hammond, his wife and four children will leave September 30 for a small agricultural village in the southeast Congo where they will help carry out a 5-year program to teach the natives how to grow food-producing trees and plants under the auspices of the Congo Polytechnic Institute.

The Hammonds will leave from Tennessee after completing a 6-week course in a Nashville language school. Mr. Hammond hopes eventually to establish the first church-owned nursery in the Congo; at present, the Congolese government owns all the country's nurseries. Mrs. Hammond will be occupied with teaching the native women home economics and personal hygiene and with educating her two boys, 9 and

8 years old. The two older Hammond children will attend boarding school.

Mr. Hammond majored in forestry at Washington University and studied horticulture at the University of Southern California. Long active in church affairs, he also taught adult education classes in gardening and landscaping for several years.

FIG TREE CHRISTENING

San Francisco's famed Grant avenue has a new look—and, for a time, a new aroma. Fifty bright green fig trees in white concrete and marble containers were recently christened with the unusual mixture of champagne and scented fertilizer.

The trees were planted July 23 as part of a \$9,000 beautification project sponsored by the Grant Avenue Association and the city and county of San Francisco, Calif.

Supervisor Harold S. Dobbs spread the perfumed fertilizer about the

base of one of the new trees at the corner of Grant avenue and Maiden lane, and Supervisor Clarissa McMahon poured in champagne. Participating in the ceremonies were Grant avenue merchants, including James J. Ludwig, general manager of Saks Fifth Avenue and president of the association. Mr. Ludwig had instigated this project patterned after the beautification through planting undertaken near Saks' New York store.

R. B. K.

MACY STORE PLANTINGS

Macy's, at San Francisco, recently joined the city's beautification plan with the planting of *Ficus nitida* trees on streets flanking the store. The trees, four on Stockton street and six on O'Farrell street, were planted in unique exposed aggregate containers, cast to show the actual stones.

The trees, now eight to 10 feet high, will be kept cropped to a slender leafy column with an approximate 3-foot crown of foliage. Indian laurel fig is said to be particularly suitable for street plant-

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The containers are two and a half feet across the top and five feet high. A built-in shelf on each side is approximately 16 inches off the sidewalk, creating a comfortable seat for the convenience of pedestrians.

Mrs. Hans Klusmann, general chairman of the planting section of "San Francisco Beautiful," an affiliate of the San Francisco chamber of commerce, officiated with Ernest L. Molloy, president of Macy's California division of six bay area stores.

Tree planting on San Francisco streets has been carried out in other sections of the city. The redevelopment agency has asked the San Francisco board of supervisors to appropriate \$80,000 for the planting of 1,300 trees along the curbs within the western addition redevelopment area.

The agency pointed out that first construction is scheduled for June. Developers will finance gardens and landscaping within the residential area; federal funds may not be used for trees along streets.

Under the guidance of Brian Fewer, of the San Francisco public works department, trees are being planted throughout the city. Over 5,000 were planted last year and twice that many are expected to be planted this year. A 5-year planting program has been officially adopted.

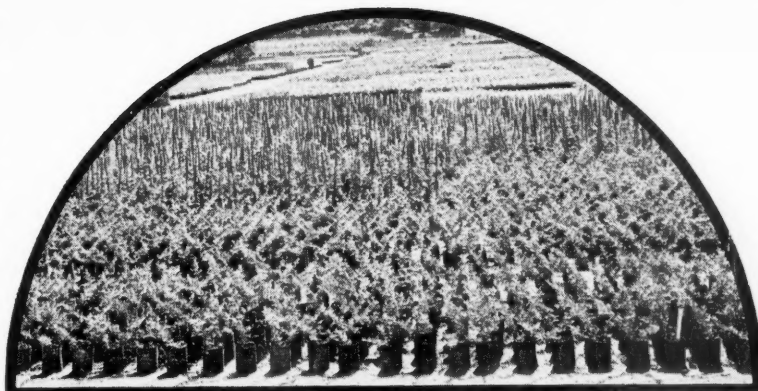
G. K. A.

SAN FRANCISCO COLLEGE ACTIVE IN NURSERY WORK

The California Association of Nurserymen announces it has named the City College of San Francisco as one of the recipients of its annual scholarship awards. Jack Wick, assistant secretary of the organization, has announced that Alex Woolworth, student in the ornamental horticulture department, is the first one to receive the award, which consists of a plaque and \$25.

The plaque will be presented at a dinner to be held by the Peninsula chapter of the California Association of Nurserymen in the near future. A check will be presented by a representative of the association at the regular awards assembly held by the city college each spring before commencement.

Alex Woolworth has been active in the ornamental horticulture department during his period of training. He designed the plans for the spring



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5 to 6 ft., br.....	25.00	225.00
8 to 9 ft., whips...	30.00	225.00
7 to 8 ft., whips...	25.00	210.00
6 to 7 ft., whips...	21.00	180.00
5 to 6 ft., whips...	16.00	140.00
4 to 5 ft., whips...	13.00	110.00
3 to 4 ft., whips...	10.00	85.00

Norway Maple

12 to 14 ft., br....	35.00	325.00
10 to 12 ft., br....	30.00	275.00
8 to 10 ft., br....	25.00	225.00
6 to 8 ft., br....	20.50	180.00
5 to 6 ft., br....	15.00	135.00
8 to 9 ft., whips...	10.50	100.00
7 to 8 ft., whips...	10.00	95.00
6 to 7 ft., whips...	9.50	90.00
5 to 6 ft., whips...	8.00	75.00
4 to 5 ft., whips...	6.00	55.00

Columnar Norway Maple

3-yr., 11 to 12 ft..	33.50	310.00
3-yr., 10 to 11 ft..	30.00	275.00
2-yr., 9 to 10 ft..	27.50	250.00
2-yr., 8 to 9 ft..	25.00	225.00
2-yr., 7 to 8 ft..	22.50	195.00
2-yr., 6 to 7 ft..	18.50	170.00
1-yr., 5 to 6 ft..	15.50	140.00
1-yr., 4 to 5 ft..	12.00	110.00
1-yr., 3 to 4 ft..	10.00	90.00

Drummond Norway Variegated Maple

6 to 8 ft., br.....	28.50	260.00
5 to 6 ft., br.....	23.50	210.00
8 to 9 ft., whips...	21.00	185.00
7 to 8 ft., whips...	20.00	175.00
6 to 7 ft., whips...	18.00	165.00
5 to 6 ft., whips...	14.50	130.00
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12 to 14 ft., br....	37.50	350.00
10 to 12 ft., br....	32.50	300.00
8 to 10 ft., br....	27.50	250.00
6 to 8 ft., br....	22.50	200.00
5 to 6 ft., br....	16.50	150.00
6 to 7 ft., whips...	12.50	115.00
5 to 6 ft., whips...	10.00	90.00
4 to 5 ft., whips...	8.00	70.00

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(Red Maple)

10 to 12 ft., br....	32.50	300.00
8 to 10 ft., br....	27.50	250.00
6 to 8 ft., br....	22.50	200.00
5 to 6 ft., br....	16.50	150.00
4 to 5 ft., br....	12.50	115.00

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(Columnar Sugar Maple)

8 to 10 ft., whips...	27.50	250.00
7 to 8 ft., whips...	25.00	225.00
6 to 7 ft., whips...	22.50	200.00
5 to 6 ft., whips...	20.00	175.00
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3 to 4 ft., whips...	15.00	125.00

BETULA ALBA

(European White Birch)

12 to 14 ft., br....	35.00	325.00
10 to 12 ft., br....	27.50	250.00
8 to 10 ft., br....	22.50	200.00
6 to 8 ft., br....	16.50	150.00
5 to 6 ft., br....	12.00	110.00
4 to 5 ft., br....	9.00	85.00
3 to 4 ft., br....	6.50	60.00

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10 to 12 ft., br....	37.50	350.00
8 to 10 ft., br....	32.50	300.00
6 to 8 ft., br....	27.50	250.00
5 to 6 ft., br....	22.50	200.00
6 to 7 ft., whips...	18.00	165.00
5 to 6 ft., whips...	15.00	135.00
4 to 5 ft., whips...	12.00	105.00

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garden show at Oakland for two years.

The ornamental horticulture department of the college is doing the planting around the new Arts and Drama building, providing the plans, plants and labor. Ray Milani, superintendent of grounds for the San Francisco unified school district, will prepare the soil and provide transportation for the plants for this project. Under his guidance, the plantings will be maintained in the future.

Four Winds Nursery, Niles, has donated a collection of dwarf citrus plants to the ornamental horticulture department of the college. The collection will be used to determine the plants' adaptability to local climatic conditions. Floyd Dillon, owner of the nursery, conducts the students on an annual tour of the establishment, teaching them the methods used to propagate the dwarfed plants.

In order to supply the need for dwarf flowering trees for the small home garden, the horticulture department is conducting a series of experiments. Dwarf rootstock has been supplied by the agricultural experiment station at Ithaca, N. Y., and tops, or scions, have been sent by the irrigation experiment station at Prosser, Wash., and Purdue University, West Lafayette, Ind. It is anticipated that these trials will benefit the small homeowner who needs trees in perspective with the present-day homes.

OREGON HIGHWAY PROJECT

One of the most beautiful parts of a beautiful state lies along the Columbia river in Oregon. Visitors to the state find the panorama from the scenic Columbia River highway literally breath-taking. However, during the past several years, the approach to the famed highway, known as the Crown Point country, had become rundown and seedy along the 5-mile stretch from the Viking bridge across the Sandy river to Crown Point, which overlooks the Columbia river from a high vantage point.

Members of the Northeast Multnomah County Community Association, some 80 strong, all of whom live in the area, did not like what they saw in this approach area and decided to do something about it. Key figures of the association drive were its president, Ernie Hager, a commercial artist; Frank Mackaness, horticulturist of the Portland General Electric Co. and long-time member of the Oregon Association of

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Nurserymen, and Andy Sherwood, Sherwood Nursery Co., Corbett.

These men interested and encouraged their organization to sponsor a beautification project, one which would eventually see the entire 5-mile stretch properly planted and cared for. The association convinced Mark Astrup and Charles Hazelton, landscape architects with the Oregon state department of highways, of the need for such a project, and the highway department agreed to do all the planting.

Then Andy Sherwood offered to donate a large block of shrubs and trees, including dwarf golden thread cyprus, Warminster brooms, heaths, winter creepers, bristle-cone pines, Chinese azaleas, Scotch heathers, Sherwood Multnomah spruce trees and mugho pines. Some 30,000 shrubs, trees and vines will be used altogether.

The planting project is already well under way, for in the early spring of 1961 highway crews planted several truckloads of plants, working suitable existing specimens into the design.

OREGON NOTES

Ray A. McNeilan, Multnomah county extension agent, Gresham, recently asked nurserymen of the county for suggestions for next year's work program. He also asked if the monthly educational meetings should be continued and if a tour of current demonstration plots is desired. Much of the demonstration work this past year was on establishing fertilizer plots on roses and coniferous evergreens. Progress reports will be made on the program, which will run for two or three years. Dr. Robert Ticknor, North Willamette branch experiment station, Aurora, has been screening several new herbicides that show promise in nursery plantings. He will have results to report by next spring.

Incorporated recently was John Wieman Holly, Inc., Portland, by John S. Wieman, Alice F. Weiman and Betty Jane Morrison.

According to Wilbur L. Bluhm, Marion county extension agent, the elm trees of Salem are threatened unless something is done promptly to save them. Elm beetles are attacking the trees and the resulting defoliation is severe. Some trees this year have dropped from 80 to 90 per cent of their leaves.

The Clackamas chapter of the Oregon Association of Nurserymen held its annual picnic August 8 at Sellwood park, in Portland.

C. H. P.

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Forms for October 15 issue will close Friday, September 22

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Taxus cuspidata, spreading, 1-yr. transp., 5 to 6 ins.25.00 175.00
2-yr. transp., 6 to 8 ins.35.00 250.00
Taxus hicksii, upright, 1-yr. transp., 5 to 7 ins. 25.00 175.00
2-yr. transp., 8 to 10 ins. 40.00 300.00
Taxus brownii, upright, 1-yr. transp., 4 to 6 ins.25.00 175.00
2-yr. transp., 6 to 8 ins.40.00 300.00
Taxus hunnewelliana, semi-upright, 1-yr. transp., 4 to 6 ins.25.00
Taxus intermedia, spreading, 1-yr. transp., 4 to 6 ins.25.00 175.00
2-yr. transp., 6 to 8 ins.35.00 250.00

JAPANESE HOLLY (Ilex), rotundifolia, transplants, 6 to 10 ins.35.00 300.00
convexa, transplants, 6 to 10 ins.35.00 300.00
crenata hetzi, transplants, 6 to 10 ins.35.00 300.00
AMERICAN HOLLY, FEMALE, 10 per cent male, 1-yr. transplants, 8 to 12 ins.50.00 400.00
DELIA BRADLEY, 1-yr. transp., 8 to 12 ins.50.00 400.00
MUSSER FORESTS, INC.
Box 16TC Indiana, Pa.

MIAMI NURSERY PRICE LIST

2-YR. POTTED STOCK
The finest: *Taxus*, *Arborvitae*, *Junipers* and broad-leaved liners and rooted cuttings.
2-yr., pot-grown stock, 7 to 9 ins., sheared, 20c to 26c each, per 1000 rate.
1-yr.-old, heavy rooted cuttings, 8c to 19c per 1000 rate.
NOTE: Write for price list with full line of potted stock and rooted cuttings. "GET ACQUAINTED" OFFER on 250 2-yr. pot plants or 250 rooted cuttings. Special prices on large quantities. Samples free on request.
Call collect TIPP CITY, MO 7-6398
MIAMI NURSERY CO., TIPP CITY, O.

TSUGA CANADENSIS (Canada Hemlock)
Collected seedlings.
Per 100 Per 1000
6 to 9 ins.\$5.00 \$30.00
9 to 12 ins.8.00 70.00
Nursery-grown transplants.
Each, 100 1000
12 to 18 ins., 2-3\$0.25 \$0.24
18 to 24 ins., 2-450 .40
24 to 30 ins., 2-460 .50
Send for complete trade list of hardy native Ferns, wildflowers, Evergreens, trees and shrubs.
ISAAC LANGLEY WILLIAMS
Box AN Exeter, N. H.

KOSTER BLUE SPRUCE

1-yr. grafts, \$1.50.
Fall delivery.
Cash with order.
FOUR STAR NURSERY
8215 238 St. S. W. Edmonds, Wash.

HEMLOCKS, LINING-OUT STOCK

Strong liners that will please you.
Each, 100 1000
Hemlock, TT, 8 to 10 ins.25c 22 1/2c
Hemlock, TT, 10 to 12 ins.35c 32 1/2c
Hemlock, TT, 12 to 15 ins.45c 42 1/2c

TWIN CEDAR NURSERY
Williamsburg, Mass.

EVERGREEN SEEDLINGS

	Per 100	Per 1000
Jap. Black Pine, 6 to 10 ins.	\$5.50	\$27.50
Am. Red Pine, 8 to 16 ins.	5.00	25.00
Am. Red Pine, 5 to 10 ins.	4.00	20.00
White Pine, 8 to 12 ins.	5.00	25.00
White Pine, 4 to 8 ins.	3.50	17.50
Austrian Pine, 8 to 16 ins.	4.50	22.50
Bristlecone Pine (Pinus aristata), 2 to 3 ins.	7.00	35.00
1 to 2 ins.	5.00	25.00
Mugho Pine, 8 to 14 ins.	6.00	30.00
Mugho Pine, 3 to 6 ins.	4.50	22.50
Norway Spruce, 8 to 16 ins.	5.50	27.50
Norway Spruce, 6 to 12 ins.	5.00	25.00
White Spruce, 8 to 16 ins.	5.50	27.50
Colo. Blue Spruce, 4 to 8 ins.	5.00	25.00
Colo. Blue Spruce, 3 to 6 ins.	4.00	20.00
Am. Arborvitae, 8 to 12 ins.	6.00	30.00

TRANSPLANTS

White Spruce, 3-2, 8 to 12 ins.	12.00	60.00
Douglas Fir, 2-1, 6 to 8 ins.	8.00	40.00
Norway Spruce, 2-3, 12 to 20 ins.	14.00	70.00
Colo. Blue Spruce, 2-3, 8 to 16 ins.	14.00	70.00

ROOTED CUTTINGS

Taxus, Seabian, wardeni, hatfieldi, mooni, hunnelli, densiformis, hicksi, andersoni, browni, cuspidata, capitata, \$9.00 per 100.
American Holly, 2-yr. transplants, Cumberland, Old Heavy Berry, Menantico, Males, Mae, Maurice River, Mamie Eisenhower, Tule, Manig, St. Mary, Arden, Lady Alice, Eleanor, Farago, 10 to 16 ins. \$5c each.

Complete listing on request.
Packing free for cash with order, or 25 per cent down, balance C.O.D.
DUNEGAN NURSERY
Clymer, Pa.

POTTED EVERGREENS

	25	10-25 and up
Pyramidal Arborvitae		
12 to 15 ins.	\$1.25	\$1.15
12 to 18 ins.	1.50	1.40
18 to 24 ins.	1.85	1.75
Hetz Juniper		
12 to 15 ins.	1.25	1.15
15 to 18 ins.	1.75	1.60
Pfitzer Juniper		
12 to 15 ins.	1.25	1.15
15 to 18 ins.	1.75	1.60
Savin Juniper		
12 to 15 ins.	1.25	1.15
15 to 18 ins.	1.75	1.60
Taxus cuspidata		
10 to 12 ins.	1.75	1.50
12 to 15 ins.	2.50	2.25
15 to 18 ins.	3.25	3.00
Taxus hicksi		
10 to 12 ins.	1.75	1.50
12 to 15 ins.	2.50	2.25
15 to 18 ins.	3.25	3.00
Taxus densiformis		
10 to 12 ins.	1.75	1.50
12 to 15 ins.	2.50	2.25
15 to 18 ins.	3.25	3.00
Hetz, Savin, Von Ehron and Pfitzer Junipers, 3 to 4 ft., \$2.00 each. Dig your own.		

PLEASANT VIEW NURSERY
Louis O. Barlow, Phone WI 5-2514
Route 5 Hastings, Mich.

HEAVY TAXUS LINERS

Each, 100
Taxus media, spreaders, 5-yr., T. ... 40c
Taxus hatfieldi, 5-yr., T. ... 40c
Taxus media, spreaders, field-grown, 12 to 15 ... 50c
Offered for fall delivery. A sample will convince anyone that these have a great deal more than ordinary value.
EUGENE A. DE ST. AUBIN & BRO., INC.
Addison, Ill.

LINING-OUT EVERGREENS

SEE OUR DISPLAY AD
IN THIS ISSUE
ON PAGES 18-19.

CARTWRIGHT NURSERY CO.
Collierville, Tenn.

SURPLUS STOCK

Special fall prices.
Blue Spruce, seedlings to 2½ ft.
Black Hills Spruce, seedlings to 2½ ft.
Douglas Fir, seedlings to 2 ft.
Norway Spruce, seedlings to 6 ft.
Scotch Pine, seedlings to 6 ft.
Austrian Pine, seedlings to 6 ft.
No reasonable offer refused.
Approximately 100,000 trees.
4 miles south of Negley on Route 170.
GU'S NURSERY
R. D. 1 Phone Fulton 5-2756 Negley, O.

EVERGREEN LINERS

First-class, 3-yr. stock, twice transplanted.
Taxus, cuspidata, hicksi, browni, wardeni.
\$35.00 per 100, \$300.00 per 1000.
Cash with order, 5 per cent discount; ½ deposit with all orders, balance at shipping time. 300 at 1000 rate.
NEIDEL'S NURSERY
216 Park Ave. Oil City, Pa.

Small Ads Do Great Things in the American Nurseryman Classified Section.

EVERGREENS, B&B

EVERGREENS, B&B
The plant material listed below is of excellent quality, in mint condition and liberally graded as to size:
300 Euonymus vegetus, 18 to 24 ins.
150 Ilex hetzi, 15 to 18 ins.
50 Ilex convexa, 24 to 30 ins.
225 Ilex rotundifolia, 24 to 30 ins.
100 Cotoneaster divaricata, 24 to 30 ins.
250 Andorra Juniper, 24 ins. (heavy)
100 Pfitzer Juniper (nana), (dwarf), 24 to 30 ins.
300 Hemlock, 24 to 30 ins. (heavy)
50 Hemlock, 30 to 36 ins. (heavy)
300 Taxus capitata, 36 ins.
300 Taxus hicksi, 36 to 42 ins.
400 Taxus browni, 15 to 18 ins.
100 Taxus browni, 18 to 24 ins.
500 Taxus intermedia Seabian, 24 ins. (heavy)
1000 Taxus intermedia Seabian, 18 to 24 ins.
500 Taxus wardeni, 18 to 24 ins.
300 Taxus wardeni, 24 ins.
400 Taxus Heasley, dwarf, 18 to 24 ins.
200 Taxus baccata repandens, 15 to 18 ins.
100 Taxus baccata repandens, 18 to 24 ins.
60 Taxus hicksi, large specimens, approx. 5½ x 3

Also some large specimen caps and spreaders.
Prices on request.
GOSSETT TREE SERVICE
and
BRANTWOOD NURSERIES
Phone 86275 Hayesville, O.

WHITE, RED AND SCOTCH PINE

	Each, per 100
WHITE PINE, 2 to 3 ft. B&B	\$2.50
White Pine, 3 to 4 ft. B&B	3.50
White Pine, 4 to 5 ft. B&B	4.50
White Pine, 5 to 6 ft. B&B	6.50
White Pine, 6 to 7 ft. B&B	9.00
RED PINE, 2 to 3 ft. B&B	2.50
Red Pine, 3 to 4 ft. B&B	3.50
Red Pine, 4 to 5 ft. B&B	4.50
Red Pine, 5 to 6 ft. B&B	6.50
Red Pine, 6 to 7 ft. B&B	7.50
SCOTCH PINE, 2 to 3 ft. B&B	2.50
Scotch Pine, 3 to 4 ft. B&B	3.50
Scotch Pine, 4 to 5 ft. B&B	4.50
Scotch Pine, 5 to 6 ft. B&B	6.50
Scotch Pine, 6 to 7 ft. B&B	7.50

Very full, well-trimmed, well-dug by experienced diggers. Dig your own, only \$2.50 each. Over 250 acres with 300,000 Pine, Spruce, Fir and other Evergreens.
WADE CHRISTMAS TREE FARM
Route 1 Bellville, O.
Day Phones: Butler, TU 33874; TU 3-3191,
Mansfield, LA 2-4472. Night Phone, 7:00 to 8:30, Butler, TU 3-3874.

SPRUCE AND PINE, B&B

	Each, 100
NORWAY SPRUCE, 2 to 3 ft.	\$2.50
COLO. GREEN SPRUCE, 3 to 4 ft.	3.50
4 to 5 ft.	4.50
5 to 6 ft.	5.50
7 to 8 ft.	9.00
WHITE PINE, 2 to 3 ft.	2.50
3 to 4 ft.	3.50
4 to 5 ft.	4.50
5 to 6 ft.	6.00
6 to 7 ft.	7.50
SCOTCH PINE, 2 to 3 ft.	2.50
3 to 4 ft.	3.50
4 to 5 ft.	4.50
5 to 6 ft.	6.00
RED PINE, 2 to 3 ft.	2.50
3 to 4 ft.	3.50
4 to 5 ft.	4.50
5 to 6 ft.	6.00

All trees sheared each year. Thousands to choose from.
POUND'S NURSERY
AND CHRISTMAS TREES
Route 1 Phone 745-3611 Newark, O.

EVERGREENS

	Each, 100
Pyramidal Arborvitae, 3 to 4 ft. B&B	\$1.75
Pyramidal Arborvitae, 4½ to 5 ft. B&B	2.25
Siberian Arborvitae, 24 ins. B&B	2.00
American Arborvitae, 4 ft. B&B	2.00
Thuja elegantissima, 4 ft. B&B	2.00
Andorra Juniper, 18 ins. B&B	1.50
Greek Juniper, 20 to 24 ins. B&B	1.50
Pfitzer Juniper, 18 to 24 ins. B&B	2.00
Hetz Juniper, 24 to 36 ins. B&B	2.00
Irish (compacta), 30 to 36 ins. B&B	1.50
Nick's Pfitzer (compacta), 18 ins. B&B	2.00
Berk Juniper, 5 to 6 ft. B&B	2.50
Mahonia (Ore. Holly), 18 to 24 ins. B&B	2.00
White Spruce, 3 to 4 ft. B&B	4.00
Norway Spruce, 4 ft. B&B	4.00
Red-leaved Barberry, 18 to 24 ins. B&B	1.25
Flowering Crabs, 5 to 6 ft. B&B	2.00
Flowering shrubs, all kinds, B&B	1.00
Silver Maple, soft, 10 to 12 ft. 1½-in. cal.	\$2.75
Chinese Elm, 10 ft. 1½-in. cal. br., \$2.00.	

HILLSIDE NURSERIES, DUBLIN, IND.

B&B ARBORVITAE AND JUNIPERS
Berkmans', compacta, pyramidal and globe Arborvitae. Hetz, Pfitzer, compact Pfitzer, Greek, Burk and Canaert Junipers. Some Taxus and broad-leaved Evergreens. Sheared stock, also potted liners.
PIKE NURSERIES, HOPKINSVILLE, KY.

Turn Stock into Dollars
by Listing It in the Classified Ads
of the American Nurseryman.

SHEARED STOCK, GOOD BALL

Biota aurea nana, 24 to 30 ins.	\$2.00
Biota excelsa, 24 to 30 ins.	1.35
Juniperus glauca hetzi, 18 to 24 ins.	1.70
Juniperus hibernica, 3 to 4 ft.	2.00
Juniperus excelsa stricta, 18 to 24 ins.	1.35
Norway Spruce, 15 to 18 ins.	1.00
Retinispora plumosa, 12 to 15 ins.	.80
Thuja occidentalis, 10 to 12 ins.	.60
Thuja occ. glob. woodwardi, 12 to 15 ins.	1.00
Thuja occ. pyramidalis, 30 to 36 ins.	2.00
Euonymus alatus, 18 to 24 ins.	1.35
Euonymus patens, 24 to 30 ins.	1.00
Euonymus japonica, 12 to 15 ins.	.80
White Pine, 18 to 24 ins.	1.35
Silver Maple, 8 to 10 ft.	2.00

LARGE SELECTION of sizes
in these and many other varieties.
Write for complete wholesale price list.

SO. JERSEY COLONIAL NURSERIES, INC.
R. D. 1, Phone YE 5-2356. Salem, N. J.

EVERGREENS, B&B

Biota aurea nana, 10 to 12 ins.	\$0.60
Biota aurea nana, 15 to 18 ins.	1.00
Biota aurea nana, 21 to 24 ins.	1.70
Juniperus hetzi, 12 to 15 ins.	1.00
Juniperus hetzi, 15 to 18 ins.	1.35
Juniperus stricta, 12 to 15 ins.	.80
Juniperus stricta, 15 to 18 ins.	1.00
Juniperus stricta, 18 to 24 ins.	1.35
Juniperus stricta, 24 to 30 ins.	1.70
Privet, Calif., 1-yr. (25 bdl.), 18 to 24 ins.	1.00
Privet, Calif., 2-yr. (12 bdl.), 24 to 30 ins.	1.00
Thuja globosa, 12 to 15 ins.	1.00
Thuja pyramidalis, 24 to 30 ins.	1.70
Chinese Elm, 5 to 6 ft.	1.00
Chinese Elm, 6 to 8 ft.	1.35
Silver Maple, 5 to 6 ft.	1.00
Weeping Willow, 5 to 6 ft.	1.00

Write for complete price list.
OAKVIEW NURSERY, INC.
Phone Canal 7-2450, Sewell, N. J.

EVERGREENS, B&B

Juniperus glauca hetzi, 24 to 30 ins.	\$3.00
Juniper, Andorra, 3 to 3½ ft.	3.00
Juniper, Hills Golden, 15 to 18 ins.	2.50
Juniperus stricta, 3 to 4 ft.	4.00
Juniper, Polish, 24 to 30 ins.	2.25
Taxus media browni, 15 to 18 ins.	3.25
Taxus cuspidata, 15 to 18 ins.	3.25
Taxus media hicksi, 18 to 24 ins.	3.75
Thuja occ. woodwardi, 18 to 24 ins.	2.25
Thuja occ. nigra, 5 to 6 ft.	3.25
Thuja occ. Hetz's Wintergreen, 4 to 5 ft.	4.00
Thuja occ. elegantissima, 3 to 3½ ft.	3.00
Ilex crenata convexa, 15 ins.	2.75
Ilex rotundifolia, 15 ins.	2.75

Many other plants not listed.
VARGO'S NURSERY, Plain Grove, Pa.
Phone Plain Grove 2488.
Located 4 miles north, off Route 108 between Harlansburg and Slippery Rock, Pa.
Weekdays 4 P. M. to 8 P. M. Saturday 8 A. M. to 6 P. M. Sundays by appointment.

SPECIMEN EVERGREENS, B&B

Austrian Pine, 3½ to 4 ft.	\$3.25
Douglas Fir (blue), 30 to 36 ins.	3.50
Colorado Blue Spruce, 3 to 4 ft.	3.75
30 to 36 ins.	3.50
Black Hills Spruce, 3 to 4 ft.	3.50
Canadian Hemlock, 30 to 36 ins.	4.00

Also cut Scotch Pine Christmas trees. All stock well-sheared, good balls. Nursery located 10 miles north of Midway (Bedford interchange) exit of Pa. Turnpike. Phone Fishertown 839-2383. Mail address: New Paris, Pa.

HEMLOCK HILL NURSERY

Emory Ferree New Paris, Pa.
JUNIPERS, B&B
500 Andorra, 15 to 18, 18 to 24, 24 to 30 ins.
1000 Hetz, 18 to 24, 24 to 30, 30 to 36 ins.
500 Pfitzer, 15 to 18, 18 to 24 ins.
ARBORVITAE
3000 Woodward globe, 15 to 18, 18 to 24 ins.
3000 nigra, 18 to 24, 24 to 30, 30 to 36 ins.
1000 Pyramidal, 2 to 3 ft.
All above in pots also.
Other kinds in smaller lots. See our ad under Shrubs and Trees.

NAGLE'S NURSERY

R. 2, Box 267 Decatur, Mich.
Phone Garfield 3-3739

EVERGREENS, NICELY DUG, B&B

Juniper, Hetz, 18 to 24 ins.	\$2.00 each
Juniper, Hetz, 24 to 30 ins.	2.50 each
Juniper, Andorra, 24 to 30 ins.	3.00 each
Thuja occ. elegantissima, 30 to 36 ins.	2.50 each
24 to 30 ins.	2.00 each
Thuja occ., 3 to 4 ft.	2.00 each
Taxus cuspidata, 15 to 18 ins.	2.75 each
Taxus hicksi, 18 to 24 ins.	2.75 each
Tsuga canadensis, 3 to 4 ft.	4.00 each
Pyraecantha lalandi, 8-in. pots	2.00 each

BLODGETT NURSERIES
Route 152 Perkaskie, Bucks Co., Pa.

Northern-grown, B&B stock: Mugho Pine, 15 to 18 ins., 18 to 24 ins., 24 to 30 ins., 30 to 36 ins. Arborvitae, globe, 15 to 18 ins., 18 to 24 ins. Colo. Green and Blue shiners, 3½ to 4 ft. to 7 ft. American Arborvitae, 4 to 8 ft. Also ornamental shrubs and trees. Send your want list for prices or come to see our stock and select the items you want.
The Pequot Nurseries, Brainerd, Minn.

EVERGREENS, B&B—Continued

NORWAY AND WHITE SPRUCE	
Sheared, excellent color, well-dug.	
1½ to 2 ft., B&B.....	\$1.65
2 to 2½ ft., B&B.....	2.00
2½ to 3 ft., B&B.....	2.50
3 to 4 ft., B&B.....	3.00
COLORADO BLUE SPRUCE	
2 to 2½ ft., B&B.....	3.00
2½ to 3 ft., B&B.....	3.50
3 to 4 ft., B&B.....	4.50

8 Elizabeth Ave. East Brunswick, N. J.
N. J. Turnpike exit 9. Phone CL 7-2484

NORWAY SPRUCE AND WHITE PINE, B&B	
3½ to 4 ft.	\$2.35
4 to 5 ft.	2.65
5 to 6 ft.	3.35
6 to 7 ft.	4.25
Specimen trees expertly dug.	
G. A. MARTIN & SON	
1695 Beverly Rd. Fairmont, W. Va.	
Phones 363-7783 or 363-1057	

1000 ENGLISH BOXWOOD

15 to 36 ins., heavily sheared.
Dig yourself or we will dig.
Located near Cape Girardeau, Mo.

COUNTRYSIDE GARDENS NURSERY
R. 1, Box 571 Florissant, Mo.

BROADLEAVED EVERGREENS
Daphne, 9 to 12, \$1.00; 12 to 15, \$1.25, B&B.
Pachistima cambyi (limited supply), 9 to 12, \$1.00; 12 to 15, \$1.00, B&B.
Scotch Heather (vulgaris rubra), 8 to 10, \$1.00, B&B.

Cash, F.O.B. our nursery.
MERRILL'S NURSERY
870 Madison Ave. Painesville, O.

SPECIMEN LANDSCAPE STOCK, B&B
Hemlocks, Scotch Pine, White Pine, White Spruce, Black Hills Spruce, Colorado Spruce, Balsam Fir, Concolor Fir, Douglas Fir and others.

Plan to visit us.
Write for list.
SUNNYBROOK NURSERIES
R. D. 2 Calicoon, N. Y.

Andorra Juniper, Pfitzer Juniper, Hetz Juniper, Norway Spruce, White Pine, Canada Hemlock, Mugho Pine, Globe Arborvitae, Ilex, pink and white Dogwood. Thousands of finished trees at prices you can afford to pay. Send for wholesale price list. Deliveries arranged. Phone FR 3-3495.
Kaneff's Nurseries, Glendale Rd., Marietta, O.

TAXUS
Columnaris, intermedia and spreading, 15 to 24 ins., B&B. 2 to 4 ft. sizes at special prices. Beetle area only.
QUALITY NURSERIES, ALLENWOOD, PA.

EVERGREENS, Miscellaneous

EVERGREENS, ALL HEAVILY SHEARED
Each
130 Blue Lawson, specimen, 3½-4½ ft. \$2.50
1000 Blue Lawson, specimen, 2½-3½ ft. 1.50
1000 spreading Yews, heavy, 15-18 ins. 2.25
500 spreading Yews, heavy, 18-24 ins. 2.75
Also larger sizes, including dwarf.
2000 Pfitzer Juniper, 24 to 30 ins., heavy 1.65
2000 Hetz Juniper, 24 to 30 ins., heavy 1.65
Many other varieties of Yews, Junipers, Retinisporas and Ilex (must be moved). Some good heavy liners that need moving at very reasonable prices. Inspection invited.
HOHN NURSERY
R. D. 2 Phone Temple 4-7840 Jeanette, Pa.

COLORADO SPRUCE
18 to 36 ins. Good color, well-shaped.

MUGHO PINE
15 to 30 ins. Full body, well-shaped.
Special prices when you dig your own.
Let us show you these quality, trimmed trees.

MEYERS NURSERY, CRESCO, IA.

CANADIAN HEMLOCKS, 4 AND 5 FT. BALSAM FIRS, VARIOUS SIZES. RHODODENDRONS, WHITE AND RED.
RAYMOND G. WILLIAMS
Box 382 Blowing Rock, N. C.
Phone CY 6-7337

FERNS

HARDY NATIVE FERNS (DORMANT ROOTS)
Ostrich, Lady, Clayton and Maidenhair, \$10.00 per 100, \$80.00 per 1000.
STRAND NURSERY
Taylors Falls, Minn.

FERN PLANTS, \$15.00 per 100.
Fern leaves, \$30.00 per 1000.
Booklet on care and culture, \$2.00.
MRS. PAUL H. MARTIN
1272 Hollywood Ave. Jacksonville 5, Fla.

FRUIT AND NUT TREES**EAST MALLING ROOT STOCK**

Perfectly rooted and graded.
2-yr. transplanted for grafting.
1-yr. layers for budding.

Prices on request.

GROOTENDORST NURSERIES
Lakeside, Mich.

GERANIUMS

2¼-IN. GERANIUMS, 2¼-IN.
Peat pots: Irene, Dark Red Irene, white Castellane, Madonna, white; Salmon Irene, Springtime, Penny Irene, Better Times, Genie Irene, Radio Red and Appleblossom. Must have six or more weeks on delivery dates. Price, \$100.00 per 1000, picked up at our plant. All shipping orders, \$110.00 per 1000. F.O.B.

PAIR VIEW GARDENS, INC.
Fair View Rd. off of Sullivan Rd., Aurora, Ill.
Phone TWIn Oaks 2-0471.

QUALITY GERANIUM CUTTINGS
Unrooted, \$4.50 per 100, \$40.00 per 1000; rooted, \$8.50 per 100, \$80.00 per 1000. Special varieties slightly higher. Catalog of over 150 labeled varieties free.

C. SECRIST, MUSCATINE, IA.

GROUND COVERS

GROUND COVERS
Myrtle (Vine minor or common Periwinkle), finest Ohio-grown; 20 to 25 lead clumps, \$50.00 per 1000. Quick delivery.
Pachysandra terminalis, 1-yr. heavy cuttings, \$50.00 per 1000.
English Ivy, 1 to 2-yr. heavy cuttings, good roots, \$50.00 per 1000.
Baltic Ivy (Hedera baltica), 1-yr. rooted cuttings, \$65.00 per 1000.
Mist propagated outdoors.
Euonymus coloratus (lush), 1 to 2-yr. rooted cuttings, \$65.00 per 1000.
Hall's Lonicera halliana (Honeysuckle), 3-yr., branched, standard 15 to 20 ins., \$47.50 per 1000; over 4000, \$45.00 per 1000.
Euonymus radicans, 2-yr., \$50.00 per 1000.
H. C. WAUGH
Upper River Rd. Gallipolis, O.
Phone GI 6-1799

BEARBERRY (ARCTOSTAPHYLOS UVA-URSI)
Ideal, unusual evergreen trailer for acid soil. Nice bushy plants, 8 to 12 ins. long, from 3-in. pots.
Individually wrapped with all roots and soil ball in aluminum foil.
\$50.00 per 100; 25 at 100 rate.
\$450.00 per 1000; 250 at 1000 rate.
Cash with order. No C.O.D.
MAYFAIR NURSERIES
R. D. 2 Nichols, N. Y.

GROUND COVERS

Vine minor (Myrtle), field-grown, \$15.00 per 100, \$120.00 per 1000.
Euonymus coloratus, BR, field-grown, 2-yr., \$40.00 per 100.
Cash, F.O.B. our nursery.

MERRILL'S NURSERY
870 Madison Ave. Painesville, O.

Hardy Myrtle (Vine minor), plants with 20 leads or more and good roots, \$5.00 per 100, \$45.00 per 1000. Pachysandra, sand-rooted cuttings, \$40.00 per 1000. English Ivy, sand-rooted cuttings, \$40.00 per 1000. Cash. Also potted stock of all items listed.
Samuel I. Minder, 1248 Wabank Rd., Lancaster, Pa. Phone EX 3-6347.

Vine minor Bowles variety, 2¼-in. pots, \$18.00 per 100, \$150.00 per 1000.
Gulf Stream Nursery, Inc., Wachapreague, Va.

HARDY PLANTS

Potted perennials, field-grown, 1-yr. or older. 30 or more varieties. Field-grown seedlings, biennial and perennial, 40 or more varieties, including Pacific Hybrid Delphinium, Primroses, Candytufts, etc. Vine minor and English Ivy, 2¼-in. bands. Prices reasonable. No express shipping. Large orders delivered by truck 100 mi. radius of Philadelphia. Location, see sign 1 mi. N. of Silverdale on Route 113. Phone Parkside, AL 7-2955. Earl K. Eckhart, Silverdale, Pa.

PERENNIALS
Ready for landscaping size.
Heavy ONE-YEAR-OLD field-grown plants.
Over 525 choice HARD TO GET perennials grown exclusively by

SPRINGBROOK GARDENS, INC.
Mentor, O.
Send for free catalog.

Bleeding Heart (Dicentra spectabilis), for fall 1961 delivery. 1000, 5000, 15,000 and up. Write for prices.
Brewer's Crescent Nurseries, Crescent, Ia.

FUNKIAS

Per 100

Subcordata grandiflora alba, 1 yr. ..\$35.00
Variegata, 1-yr. 18.00
Thos. Hogg, 1-yr. 25.00
Lanceolata, divided clumps 18.00
Cash, F.O.B. our nursery.

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NEW VARIETATED SEDUM SIEBOLDI
Strong hardy grower in the garden. It will also make an interesting addition to your house plant collection. This is only one of hundreds of interesting hardy plants in our new price list. Send for it today.

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Kensington, Conn.

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(Painted Daisy)
Choice double pink. Division stock, 100 minimum order, \$20.00. Air mail postpaid. Shipping now until late fall.
We are PYRETHRUM SPECIALISTS only.
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BETTER PERENNIAL PLANTS
with that wonderful root system.
Over 500 varieties. Write for catalog and FREE DISPLAY SHEET IN COLOR.

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PITZONKA'S FIELD-GROWN PERENNIALS
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Mentor, Ohio
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SPECIALISTS IN HARDY PERENNIALS
Ask for wholesale offer.
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FIELD-GROWN HARDY PLANTS KINGWOOD NURSERIES
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Mountain-grown. Ask for list.
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ERICA CARNEA WINTER BEAUTY
(Deep pink winter blooming Heather)
Blooms constantly outdoors during cold weather, from early December to April. Flowers remain on plants until the weather becomes warm in April. An ideal plant for window boxes and under planting in foundation plantings.
2-yr., TT, \$50.00 per 100, \$450.00 per 1000.
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C. HOOGENDOORN
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HEDGE PLANTS
Amur River Privet (amurensis), 1-yr. rooted cuttings, \$35.00 per 1000; 2-yr., \$45.00 per 1000.
California Privet (ovalifolium), 1-yr. rooted cuttings, \$45.00 per 1000.
Rosa multiflora japonica, for hedge or live fence; 2-yr., \$35.00 per 1000; 3-yr., 4 ft. high, cut back, \$45.00 per 1000.
Euonymus patens, 2-yr., \$45.00 per 1000.
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Box 41, Upper River Rd. Gallipolis, O.

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HELLEBORUS NIGER
(Christmas Rose)
1-yr. sdgs., \$15.00 per 100, \$125.00 per 1000.
*2-yr., T, \$40.00 per 100, \$350.00 per 1000.
*Suitable for mail order trade and to pot up for roadside stand sales.
WHERE QUALITY EXCELS. No charge for packing.
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HEMEROCALLIS (DAY LILIES)
Athena, Baggett, Patricia, Wau-Bun, Colonial Dame, Dauntless, Hesperus, Vesta. \$2.00 per 10, \$15.00 per 100.
Black Falcon Dominion, Dorothea, Honey Redhead, Mrs. Hugh Johnson, Pink Charm, Duchess of Windsor, Hyperion, Royal Ruby, Mrs. B. F. Bonner, Georgia, Su-Lin. \$2.50 per 10, \$20.00 per 100.
Cellini, Naranja, Salmon Sheen, Persian Princess, \$3.00 per 10, \$25.00 per 100.
5 at 10 rate; 25 at 100 rate.
HURLEY NURSERY, PAINESVILLE, O.

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Send for wholesale list.
MIDDLEPEN PLANTATION
Orangeburg, S. C.

HEMEROCALLIS

300 varieties. The best of new and old. Heavy quality stock at bargain prices. Mixed stock as low as 3c each.

RIEGLER PLANT CO., EXPERIMENT, GA.

Hardy Hemerocallis.
Write for wholesale list.
Ortonville Nurseries, Ortonville, Mich.

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AMERICAN HOLLY

(Ilex opaca)

Named varieties, northern origin, specimen plants, 3 to 8 ft., some larger: Betsy, Cape Cod, dwarf; Cardinal, Christmas Carol, Clark, Farago, Goldie, Griscom, Hedgeholly, Mae, Manig, Mrs. Santa, Torchbearer, Westcroft, Yule. Small numbers others, also select males. Plants well-filled, free of leaf spot, excellent color, mostly well-berried.

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ILEX OPACA

CUTTING WOOD

20 named varieties. Very hardy.

Also male and female, unnamed.

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and SHIPPING SCHEDULE

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AMERICAN HOLLY

500 Ilex opaca femina, 12 to 15 ins., lining-out or canning stock. Grown in peat pots, 1-yr. and field row 1-yr., pot still intact, \$35.00 per 100. Shipping weight about 1/2 lb. each.

CARL WAGNER & SONS NURSERY
R.F.D. Monroeville Aura, N. J.

ENGLISH HOLLY

2 1/2-in. pots, 8 ins. tall, 30c; 10 ins. tall, 35c; 12 ins. tall, 40c; 4-in., well-branched, 75c. 4-in. pots, Osmanthus ilicifolius variegatus, well-branched, 75c.

Ready now. Cash with order, please.

KRUSCHKE GREENHOUSES

Route 2 Clackamas, Ore.

ILEX OPACA

HARDY PROVEN VARIETIES

WHOLESALE SUPPLIERS

OF LINING-OUT STOCK

Write for our price list.

F. R. GENARD

Box 64 New Lisbon, N. J.

American Holly, container-grown. Please see advertisement on page 72. Templeton, Phytotektor, Winchester, Tenn.

HONEYSUCKLES

HONEYSUCKLES

Lonicera japonica halliana, extra-heavy No. 1, 3 and 4-yr., 18 to 24-in. field plants. 3, 4 to 6 leads, \$40.00 per 1000; lighter grade, \$30.00 per 1000; sample, 100, \$4.00. Experienced labor for grading and packing quantity orders. Immediate shipment. No order too large. Phone OR 2-4612.

ROBINSON NURSERY CO., Greenville, Ga.

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GERMAN IRISES

September delivery.

Good, healthy rhizomes, 10 of a variety, \$15.00; 25 or more, 12c each.

ARGUS PHEASANT MASTER CHARLES
BLUE RHYTHM MINNIE COLQUITT
CASCADIAN OLA KALA
CHANTILLY PINNACLE
CHIVALRY RAJAH BROOKE
ELMOHR SABLE
GREAT LAKES VELVET DUSK
LADY MOHR VODDOO
GOLDEN RUSSET ZEBRA

Our complete list sent on request. Shipments F.O.B. Lewiston, Idaho; via auto freight, Railway Express. For mail enclose adequate postage.

GARDEN SQUARE NURSERY
415 N. 22nd St. Lewiston, Idaho

TALL BEARDED IRISES

Blue Valley, Blue Rhythm, Pink Sensation, Extravaganza, Paradise Pink, Grace Mohr, Pinnacle, Jane Phillips, Solid Mahogany, Prairie Sunset, Red Dominion, Rocket.

\$1.50 per 10, \$12.00 per 100.

Amandine, Great Lakes, Desert Song, Blue Shimmer, Cascade Splendor, Firecracker, Lady Boscaen, Snow Flurry, Casa Morena, Lynn Langford, Starshine, Spindrift, Laddie, Peg Debagh.

\$2.00 per 10, \$15.00 per 100.

Send for LIST. 5 at 10 rate, 25 at 100 rate.

HURLEY NURSERY, PAINESVILLE, O.

DWARF IRIS STARTER COLLECTION

Dwarf Irises are a great wholesale and retail item with us. 10 each, 10 varieties, \$15.00; 10 each, 20 varieties, \$25.00; 10 each, 40 varieties, \$50.00. Free wholesale list.

SMITH'S IRIS GARDENS

Box 483, Dept. A.N. Lewiston, Idaho

BEARDED IRISES

Strong rhizomes dug to order.

5 to 24 of a variety at 24 rate.

25 or more of a variety take 100 rate.

Each, per 24 100

Flamingo-pink \$0.25 \$0.15

Arab Chief, rich orange-tan25 .15

Argus Pheasant, argus-brown self.25 .15

Black Douglas, deep blue-black20 .15

Casa Morena, rich red-brown20 .15

Chantilly, lacy orchid-pink25 .15

Cherie, Dykes medal25 .20

Desert Song, large cream self.20 .15

Elmoehr, large, rich red velvet.35 .25

Garden Magic, rich, vivid red.25 .15

Garnet Glow, rich, garnet-red.25 .15

Gudrun, gold dusted white.25 .15

Happy Birthday, gigantic.60 .40

New Snow, enormous ruffled25 .15

Illinois Sunshine, large rich yellow25 .15

Masked Ball, plicata, rich25 .15

purple over white25 .15

Mulberry Rose, pinkish25 .18

mulberry shaded brown25 .18

New Snow, enormous ruffled30 .20

snow-white30 .20

Ola Kala, Dykes medal. All yellow20 .15

Orelia, large brown-red25 .20

Pacemaker, rich, velvety, red self30 .20

Peg Debagh, clear violet-blue.25 .15

Pink Formal, rich shell-pink,30 .20

red beard30 .20

Raspberry Ribbon, plicata,30 .20

raspberry on white30 .20

Sable, dark, blue-black-violet.30 .20

Tea Rose, rich pink blend.25 .15

The Red Douglas, Dykes30 .20

medal. Dark red30 .20

Three Oaks, rich copper25 .15

mallow pink25 .15

Tranquility, milk-white,30 .25

white beard30 .25

Velvet Dusk, black-violet.30 .20

Wabash, amoenia, white and purple25 .15

Yellow, white and red-purple20 .12

DWARF IRISES

BEARDED ORIENTAL IRISES

Orientalis Blue12 .10

Orientalis White12 .10

For additional newer popular Iris varieties, send for our Peony, Iris and Hemerocallis list.

SARCOXIE NURSERIES PEONY FIELDS

Wild Bros. Nursery Co.

Phone KI 8-3512 Sarcoxie, Mo.

IRIS SURPLUS LIST

Finest Idaho-grown rhizomes.

\$1.50 per 10, \$2.50 per 25. ONE VARIETY.

Alabama, Apricot Supreme, Byline, Canby

Sunset, Cream Chiffon, Gibson Girl, Golden

Gleam, Gussie, High Tor, Honor Bright, Irish

Charm, Lady Dozier, Mohr Majesty, Night

Storm, Paradise Pink, Raven Wings, Prairie

Jewel, Prospector, Russet Wings, Summer

Song, Sky Dye, Stormy Skies, White Prairie.

Free wholesale and surplus lists.

SMITH'S IRIS GARDENS

Box 483, Dept. A.N. Lewiston, Idaho

SOMETHING DIFFERENT IN IRISES

Try our own reselected Iris originations,

grown from hand-pollinized planned crosses.

Customers reorder every year and write how

pleased they were. Large rhizomes, all colors.

50 for \$10.00, 100 for \$15.00. Free catalog.

SMITH'S IRIS GARDENS

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SURPLUS IRISES

\$7.50 per 100, express collect.

Write for list of varieties.

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R. R. 1, Box 398 Manchester, Mo.

IVIES

HARDY BALTIC IVY

2 1/4-in. pots.

\$14.00 per 100, \$125.00 per 1000.

Cash with order, 5 per cent discount; 1/4

deposit with all orders, balance at shipping

time. 300 at 1000 rate.

NEIDEL'S NURSERY

216 Park Ave. Oil City, Pa.

BALTIC IVY

Thorndale, sub-zero strain, landscaping

size, 2-in. pots, \$14.00 per 100, \$125.00 per

1000; rooted cuttings, \$7.50 per 100. New

Wilson strain, pots, 15c; rooted cuttings, 1/4c.

STRATFORD GARDENS

Russell Breece, R. 9 Delaware, O.

LAWN GRASS AND SEED

LAWN SEED

Wholesale prices, F.O.B. New York.

300 lbs. will be shipped freight paid.

50 lbs. 100 lbs.

Sunny Best Mixture, contains

3 1/2 per cent Merion Blue. \$38.50 \$71.00

Shady Best Mixture, contains

Wood Meadow Grass. 25.50 45.00

Landscape Gardeners' Mixture,

with or without clover 22.50 39.00

Send for complete wholesale list which

also includes formulas for cemeteries, ath-

letic fields, golf courses, etc. and lists con-

tents of all mixtures as well as current prices

for individual grasses.

HERBST BROTHERS SEEDSMEN, INC.

678 Broadway New York 12, N. Y.

"PURE KY." BLUE GRASS LAWN SEED

Now is the time of the year to sow.

100 lbs., \$40.00; 50 lbs., \$21.00; 25 lbs.,

\$11.00; 10 lbs., \$5.00. F.o.b. here, subject to

change.

WALNUT LAWN FARM

Route 2 Lexington, Ky.

LINING-OUT STOCK

CALIFORNIA'S FINEST

2 1/4-IN. LINING-OUT STOCK

Per 100

Abelia grandiflora \$16.00

Agapanthus africanus 16.00

Albizia julibrissin 16.00

Aralia sieboldi 15.00

Asparagus plumosus 18.00

Bignonia violacea 18.00

Bougainvillea Barbara Karst 18.00

Bougainvillea Scarlett O'Hara 18.00

Bougainvillea Temple Fire 18.00

Callistemon viminalis 15.00

Cerantia silqua 18.00

Cocculus laurifolius 18.00

Dracaena indivisa 16.00

Eucalyptus cinerea 16.00

Eucalyptus globulus compacta 16.00

Euonymus Silver King 16.00

Ficus nitida 18.00

Fraxinus uhdei 15.00

Gardenia veitchi 16.00

Grevillea robusta 15.00

Hibiscus Agnes Gault 16.00

Hibiscus Brilliant 16.00

Hibiscus Kona 16.00

Jasminum magnificum 20.00

Juniperus chin. pfitzeriana 16.00

Lagerstroemia indica rosea 18.00

Lantana Christine 14.00

Libocedrus decurrens 16.00

Ligustrum texanum 16.00

Liquidambar styraciflua 15.00

Magnolia grandiflora 16.00

Myrsine africana 16.00

Myrtus communis compacta 16.00

Passiflora pordti 18.00

Phorodendron sellowii 16.00

Phormium tenax 15.00

Pinus canariensis 16.00

Pinus contorta 16.00

Pinus pinea 16.00

Pinus radiata 16.00

Pinus thunbergi 16.00

Pittosporum tobira variegata 16.00

Pittosporum undulatum 15.00

Podocarpus macrophylla 15.00

Punica granatum nana 15.00

Quercus ilex 18.00

Schinus molle 15.00

Schinus terebinthifolia 15.00

Ulmus sempervirens 20.00

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LINING-OUT STOCK

LINING-OUT STOCK		Each
5000 Taxus brown, 2 1/4-in. pots, 2-yr.	20c	
1700 Taxus brown, 2 1/4-in. Jiffy Pots, 2-yr.	22c	
900 Taxus cusp., 2 1/4-in. pots, 2-yr.	18c	
7100 Taxus cusp., 2 1/4-in. pots, 2-yr.	20c	
5300 Taxus cusp., 2 1/4-in. pots, 3-yr.	23c	
350 Taxus cusp., 3-in. pots, 3-yr.	25c	
3500 Taxus cusp., 3-in. bands, 3-yr.	27c	
2048 T. densiformis, 2 1/4-in. pots, 2-yr.	22c	
1620 T. densiformis, 3-in. pots, 2-yr.	28c	
1500 Taxus hickel, 2 1/4-in. pots, 2-yr.	20c	
2700 Taxus hickel, 3-in. pots, 2-yr.	25c	
590 Taxus hickel, 2 1/4-in. pots, 3-yr.	25c	
1000 Taxus hickel, 2 1/4-in. bands, 3-yr.	27c	
1100 T. halifolia, 2 1/4-in. pots, 2-yr.	22c	
1200 Taxus, Moon's, 2 1/4-in. pots, 2-yr.	20c	
470 Taxus, Moon's, 3-in. pots, 2-yr.	25c	
700 Taxus, Sebian, 2 1/4-in. pots, 1-yr.	20c	
900 Taxus, Sebian, 2 1/4-in. pots, 2-yr.	22c	
5400 Taxus, Sebian, 3-in. pots, 2-yr.	25c	
4300 Taxus, Sebian, 3-in. Jiffy, 2-yr.	25c	
600 Taxus wardi, 2 1/4-in. pots, 2-yr.	22c	
1000 Juniperus hetzi, 2 1/4-in. bands, 2-yr.	15c	
750 Juniper, Pfitzer, 2 1/4-in. pots, 2-yr.	15c	
650 Jap. Red Maple, 3-in. pots, 2-yr.	37c	
900 Jap. Red Maple, 3-in. pots, 1-yr.	30c	
600 Euonymus sieboldi, 2 1/4-in. pots, 1-yr.	12c	

BEDED LINERS

TWICE TRANSP. (HEAVY GRADE)		
1000 Taxus (Sebian) intermedia	35c	
7500 Taxus cuspidata	30c	
1000 Taxus densiformis	40c	
600 Taxus hickel	37c	
1500 Juniper, Pfitzer, 12 ins. and up extra heavy (worth more)	25c	

PEONY ROOTS

Young, 3 to 4-yr.	Per 100
Felix Crousse, red; 3 to 5-eye.....	\$30.00
Pres. Taft, light pink; 3 to 5-eye.....	30.00
ROOTED CUTTINGS Per 1000	
Juniperus hetzi	\$65.00
Juniperus pfitzeriana	65.00

Usual trade terms prevail. Packing at cost for orders of less than \$100.00; free for over that amount.

Usual trade terms prevail. Packing at cost for orders of less than \$100.00; free for over that amount.

LITTLEFORD NURSERIES

Vincennes, Ind.

COLORADO BLUE SPRUCE		
4-yr. seedlings, 6 to 12 ins., \$5.00 per 100,		\$30.00 per 1000.
5-yr. trans., 8 to 14 ins., \$15.00 per 100,		
WHITE SPRUCE SEEDLINGS		
3-yr., 6 to 12 ins., \$20.00 per 1000, \$100.00		per 6000.
4-yr., 8 to 18 ins., \$5.00 per 100, \$35.00 per		1000.
Norway Spruce seedlings, 3-yr., 8 to 18 ins.,		\$25.00 per 1000, \$100.00 per 5000.
BLACK WALNUT SEEDLINGS		
3-yr., 15 to 30 ins., \$5.00 per 50; 4-yr., 24 to		40 ins., \$10.00 per 50.
Pin Oak seedlings, 24 to 40 ins., \$10.00		per 50.
Red Barberry seedlings, 3-yr., 6 to 12 ins.,		\$8.00 per 100; transplants, well-branched,
10 to 18 ins., \$13.00 per 100.		

MULTIFLORA ROSE

10 to 18 ins., \$3.50 per 100, \$20.00 per 1000.		
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HENRY FISCHER, ROTHBURY, MICH.

ROOTED AZALEA CUTTINGS

Ready to be transplanted into beds.

3 to 5-in. cuttings, \$36.00 per 1000.		
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INDICA AZALEAS

Formosa	Pres. Clay
Judge Solomon	Pride of Mobile
Lawsal	Southern Charm

KURUME AZALEAS

Christmas Cheer	Massicot
Coral Bells	Pink Ruffle
Hexe	Polar White
Hinodegirl	Snow.

FLOWERWOOD NURSERY

P. O. Box 206	Cairo, Ga.
---------------	------------

Ready now, from open sand-peat beds

Abelia grandiflora, 4 ins.	3c
Buxus, suffruticosa, 4 ins., branched	6c
6 to 7 ins., branched	12c
sempervirens, 6 to 7 ins., branched	12c
Euonymus coloratus (ground cover), 4 ins.	3c
Euonymus, patens, 3 to 4 ins.	3c
radicans, upright (Sarcocoe), 4 ins.	5c
Ilex rotundifolia, 3 to 4 ins.	4c

E. F. DuBose Nursery, Huntsville, Ala.

FINER LINERS, ORNAMENTALS

In addition to top-quality liners of the best and hardiest varieties, you get A-1 super-service and personal attention. May we send you our list?

JOHN VERMEULEN & SON, INC.	
P. O. Box 336A	Neshanic Station, N. J.

LINERS OF THE BETTER KINDS

Novelties and rare items.

Write for price list.

GULF STREAM NURSERY, INC.

Wachapreague, Va.

Sell Stock Quickly and Easily with American Nurseryman Classified Ads.

MAGNOLIAS

Magnolia grandiflora, beautiful old-fashioned evergreen tree. Stocky plants, 6 to 8 ins., \$12.00 per 100, \$100.00 per 1000; 10 to 15 ins., \$17.50 per 100.

Tidwell Nurseries, Greenville, Ga.

MAGNOLIA GRANDIFLORA

2 1/2-in. pots.	
8 to 10 ins.	12c
10 to 16 ins.	16c
16 to 20 ins.	18c

Qt. cans

12 to 16 ins.	20c
20 to 30 ins.	25c
30 to 36 ins.	30c

B&B stock

2 to 3 ft.	\$1.50
3 to 4 ft.	2.00
4 to 5 ft.	3.00
5 to 6 ft.	4.00
6 to 7 ft.	5.25
7 to 8 ft.	6.75

The above liners were grown in the open and are hardy. The B&B stock will be wrapped in rot-proof burlap and string if so desired. Plants root pruned.

BIG RIVER NURSERY, DUNDEE, MISS.

Phone 572-R4, Tunica, Miss.

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ACER PLATANOIDES (NORWAY MAPLE)

10 to 12 ft., 1 1/2 to 2-in. cal.	
Bare-root	\$ 8.00
B&B	10.00

Inspection invited.

COUNTY LINE LANDSCAPE NURSERY

M. R. 1

Harleysville (Montgomery County), Pa.

MAPLES

RUBRUM AND SACHARUM

from whip to 4-in. caliper.

CURTIS NURSERIES, INC.

Callicoon, N. Y.

MYRTLE

HARDY MYRTLE (VINCA MINOR)

20 to 30 leads, \$8.00 per 100.	
500 to 2500, \$60.00 per 1000.	
2500 to 5000, \$50.00 per 1000.	

Cash or established credit.

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PACHYSANDRAS

400,000

PACHYSANDRA TERMINALIS

Strong rooted cuttings, ready for September 15, 1961, shipment.

\$38.00 per 1000;

\$35.00 per 1000 for 5000 lots.

Quantity buyers, write for prices.

Check with order. Free samples.

TOWN & COUNTRY NURSERY

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Phone RO 4-2179

PACHYSANDRA TERMINALIS

1-yr., frame-grown, strong plants,

\$6.50 per 100, \$60.00 per 1000.

Cash with order, 5 per cent discount; 1/2 deposit with all orders, balance at shipping time, 300 at 1000 rate.

NEIDEL'S NURSERY

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PACHYSANDRAS

1-yr.-old, frame-grown, well-rooted cuttings, \$5.50 per 100, \$43.00 per 1000; \$40.00 per 1000 for 5000 or more. Order now for immediate delivery.

RUSSELL GUTHRIE

123 Franklin St., Tarrytown, N. Y.

Pachysandras, strong plants, grown in soil frames with light shade. First-class stock, \$6.50 per 100, \$63.00 per 1000; \$50.00 per 1000 for 5000 or more, including good packing. Peekskill Nursery, Shrub Oak, N. Y.

PACHYSANDRAS

Strong rooted cuttings, \$4.25 per 100, \$40.00 per 1000. No C.O.D. orders.

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6 Smart Ave., Yonkers, N. Y.

PACHYSANDRA TERMINALIS

1-yr., field-grown, \$60.00 per 1000.

HILLCREST GREENHOUSES

Miller Park, Franklin, Pa.

PEONIES

Tree Peonies, herbaceous Peonies,

Atha Gardens, West Liberty 6, O.

PEONIES

Strong 3 to 5-eye divisions, from young plants. Packing free for cash with order, otherwise at cost. 25 or more of a variety takes the 100 rate.

DOUBLE FLOWERING

Each, 10 100

Baroness Schroeder, flesh to white, \$0.45 \$0.40

Canari, sulphur to pure white, .40 .35

Duc de Cazes, carmine-red to rose, .45 .40

Duchesse de Nemours, ivory-white, .45 .40

Duchesse d'Orleans, soft pink, .35 .30

Duke of Wellington, pure white, .45 .40

Edulis Superba, excellent deep pk., .35 .30

Felix Crousse, ruby-red, .45 .40

Festiva Maxima, white, center

flecked red, .45 .40

Frances Willard, blush white, .45 .40

Francois Ortegat, crimson, .35 .30

Karl Rosenfield, velvety dark

crimson, .45 .40

Le Cygne, excellent pure white, 1.75 1.35

Lillian Wild, very large flesh

to white, .60 .50

Longfellow, bright crimson, .75 .65

Mme. de Verneville, fragrant wh., .40 .35

Martha Bullock, old rose pink, .50 .75

Mary Brand, dark clear crimson, .70 .60

Mons. Jules Elie, large silvery pk., .45 .40

Mrs. F. D. Roosevelt, coral-pink, 2.50 .

Ozark Beauty, compact radiant pk., .40 .35

Philippe Rivolve, dark crimson, .90 .85

Queen Emma, satiny light pink, .35 .30

Sarah Bernhardt, appleblossom-

pink, .45 .40

Therese, carmen-pink to lilac, .75 .60

Venus, large hydrangea-pink, .45 .40

Walter Faxon, excellent bright

rose, .50 .45

PEONIES TO COLOR AND MIXED

Pink to color, not named, .30 .25

Red to color, not named, .30 .25

White to color, not named, .35 .30

Mixed Peonies, grown mixed, .25 .20

SINGLE PEONIES

Krinkled White, well known

ruffled white, 1.50 1.35

Sea Shell, large bright pink, .30 .75

Send for our complete list of Peonies,

Irises, Day Lilies and packaged Peonies.

SARCOXIE NURSERIES

Wild Bros. Nursery Co.

Phone KI 8-3512 Sarcoxie, Mo.

PEONIES

Large 3 to 5-eye divisions, from our north-

ern nursery at Geneva, N. Y. Quality better

than ever. Write for complete list and our

outstanding list of brilliant new hybrid

Peonies. Packing extra at cost.

Each, per 1000

Baroness Schroeder, .00.32

Cornelia Shaylor, .38

Festiva Maxima, .32 1/2

Felix Crousse, .32 1/2

Hesperiola, .20

Hansia Brand, .70

Mrs. J. V. Edlund, .65

Myrtle Gentry, .47 1/2

Reine Hortense, .27 1/2

Victory, .42 1/2

Red, .30

White, .23 1/2

Pink, .21 1/2

J. FRANKLIN STYER

R. D. 5, West Chester, Pa.

PEONIES

Adolphe Rousseau, Baroness Schroeder,

Duchesse de Nemours, Festiva Maxima, Sarah Bernhardt, Lady Alex. Duff, Marie Le-

moine, Mons. Jules Elie, Reine Hortense.

3-yr.-old, whole clumps, not divided, 6

eyes and up, \$75.00 per 100, \$700.00 per 1000;

divisions, 3 to 5 eyes, \$40.00 per 100, \$350.00

per 1000.

VERKADE'S NURSERIES, WAYNE, N. J.

Check Your Stock NOW!

If you have a surplus

sell it through the

American Nurseryman Classified Ads.

PHLOX

Phlox subulata, beautiful evergreen border

plant, very hardy, in bright red, rose-pink,

pure white and blue; large, strong field-

grown plants, \$8.00 per 100, \$60.00 per 1000.

Fast service, fresh delivery.

Tidwell Nurseries, Greenville, Ga.

Surplus Stock

can be easily and quickly turned into

Cash

POPPIES

ORIENTAL POPPIES		
Strong field-grown roots, true to name.		
Finest we have ever grown	10	100
BETTY ANN, soft pink;		
less spots	\$2.50	\$20.00
BIG JIM, outstanding blood-red.	3.00	25.00
BONFIRE, fire-red. New Curtis.	3.00	25.00
CARMEN, dark cardinal-red.	3.00	25.00
CARNIVAL, lower part creamy white,		
upper half nasturtium-red	3.50	30.00
CHEERIO, bluish-pink, red spots.	3.50	30.00
CRIMSON POMPON, double red.		
Early	3.00	25.00
CURTIS GIANT FLAME,		
mammoth flaming red	3.00	25.00
G. L. JOE, watermelon-pink	3.50	30.00
GLOWING EMBERS, crimson-red	3.00	25.00
GLOWING ROSE, glowing		
rose-pink	3.50	30.00
HELEN ELIZABETH, lovely soft		
pink, heavily crinkled	2.50	20.00
HENRI CAYEUX IMPROVED,		
lavender	3.00	25.00
LAVENDER GLORY, new.	4.50	40.00
MENDARIN, rich Chinese-red.	3.00	25.00
MAY CURTIS, watermelon-rose.		
Finest Poppy to date.	4.50	40.00
MRS. PERRY, light geranium-		
pink	2.50	20.00
PINK LASSIE, soft salmon-pink	2.50	20.00
RED FLAME, fiery scarlet-red.	3.00	25.00
RIDGEWOOD BEAUTY, bright		
geranium-pink. Ruffled	2.50	20.00
sal-orange	3.50	30.00
SASS PINK, delicate flesh-pink.	3.00	25.00
SNOW QUEEN, white, blk. spots	4.00	35.00
Write for complete list.		
FLOR-ACRES, BRIDGMAN, MICH.		

PRIVET

Amur River North Privet, 100,000 or more, all good strong hardy Evergreens. 18 to 24 ins., 100, \$3.00; 1000, \$25.00, 2 to 3 ft., 100, \$4.00; 1000, \$30.00, 3 to 4 ft., 100, \$5.00; 1000, \$40.00. Prompt shipment, live delivery guaranteed.

Greenville Nurseries, Greenville, Ga.

Thousands of Amur River North Privet.		
	Per 100	Per 1000
18 to 24 ins.	\$3.00	\$25.00
2 to 3 ft.	4.00	30.00
3 to 4 ft.	5.00	40.00
Immediate shipment. Satisfaction guaranteed.		
Robinson Nursery Co., Greenville, Ga.		

Let us supply your Amur River Privet needs. An extremely hardy, desirable shrub, 18 to 24 ins., \$4.00 per 100; 2 to 3 ft., \$5.00 per 100. Tidwell Nurseries, Greenville, Ga.

PYRACANTHAS

BERRIED PYRACANTHAS
Lalandi, Lowboy, coccinea, waterl.
5-gal. cans. First class, \$350.00 per 100.
WELLS NURSERY
P. O. Box 141 Red Bank, N. J.

RHODODENDRONS

RHODODENDRON CUTTINGS
Unrooted cuttings available in quantity. All commercial red varieties, including Nova Zembla, Dr. Dresselhuys, America, pink and white. Ask for complete listing. Minimum order 1000. Shipping early October.

HOLLAND NURSERY PRODUCTS
P. O. Box 339 New York 10, N. Y.

RHODODENDRONS
Excellent, bushy, budded,
2, 3 and 4-yr.-old plants,
in quality, quantity and variety.
WELLS NURSERY
P. O. Box 141 Red Bank, N. J.

HYBRID RHODODENDRONS
Excellent quality,
for landscaping and garden centers.
PARMENTIER'S ROSES
Bayport, L. I., N. Y.
Phone Bayport 8-0811.

Hybrid Rhododendrons, any variety, size.
Priced reasonably.
Kordus Nursery, Cranbury Rd., Route 535,
Jamesburg, N. J. Opposite Phelps Dodge
Corp., between exit 8 and 9 on N.J. Turnpike.

RHODODENDRONS
Hardy hybrid seedlings, liners.
Write for prices and sizes.
THE LEVICK NURSERY CO.
R. F. D. 3 Bridgeton, N. J.

ROSEBUSHES

NORTHERN-GROWN ROSES
for 1961-62 season.
Our catalog covering over 140 varieties
now available. Polyanthas and other forcing
types for the pot-plant growers plus Teas,
Floribundas and climbers in all of the most
popular varieties. Order A.A.R.S. winners,
John S. Armstrong, Golden Slippers, Chris-
tian Dior, and King's Ransom early!
GEIARD K. KLYN, INC. MENTOR, O.
OHIO'S LARGEST ROSE GROWER
In the heart of famous Lake County.

ROSEBUSHES
WE SELL NOTHING BUT ROSEBUSHES.
The very EXCELLENT SERVICE IS FREE.
WE GRADE UP TO STANDARD NOT
DOWN TO PRICE. Send for our new list
today and see for yourself.

NEW LONDON ROSES
P. O. Box 386 Overton, Tex.

STOP!!
DO NOT BUY A ROSEBUSH UNTIL YOU
SEE OUR PRICES. We grow over 120 PAT-
ENT and STANDARD varieties, both OLD
and NEW. PRICE and QUALITY MAKE
THIS YOUR BEST ROSE BUY.

MARTIN'S ROSE NURSERY
P. O. Box 155 Phone UL 9-2191 Arp, Tex

TREE ROSES
36 to 38-in. stems, 2 buds on IXL.
For December, January delivery, \$1.70
each in bundles of 5; one bud, \$1.25.
Also Patio Roses on 18-in. stems.
PETER J. BOOY ROSE NURSERY
R. 1, Box 573 San Jacinto, Calif.

10,000 ROSA RUGOSA
18 to 24 ins. high and 24 to 36 ins. high.
For fall and spring planting. Write
TEDDY TALLAT-KELPSA
609 11th Ave. Paterson, N. J.

FOR FALL 1961 DELIVERY
Ask for wholesale offer.
D & D ROSE GARDENS
42 Monmouth Rd. Eatontown, N. J.
ROSE SPECIALISTS.

ROSE STOCK

MULTIFLORA ROSE
Top quality plants for living fences and
conservation plantings.
Root-crown Approximate
caliper height Per 1000

2 to 3 mm. 8 to 15 ins. \$13.75
3 to 5 mm. 12 to 18 ins. 19.25
3 to 8 mm. 12 to 24 ins. 24.75
5 to 12 mm. 18 to 36 ins. 48.50

UNDERSTOCK. Straight shanked seedlings
grown by our method especially for under-
stock. Nematode free. Expertly graded to
suit the most particular.

4 to 6 mm. \$30.25 per 1000
2 to 4 mm. 19.50 per 1000
The above prices are F.O.B. Griggsville, Ill.
nursery. All tops cut back to 10 ins. at
shipping unless otherwise requested. Our
storage facilities are the best. Order now for
fall or spring delivery. 10 per cent discount
in lots of 10,000 or over; special quotations
on larger quantities. For less than 1000 add
30 per cent. Packing at cost.

FARM LANDSCAPE CO.
Route 3, Urbana, Ill.

MULTIFLORA ROSE
For living fence, conservation and budding
understock. Hardy northern-grown plants,
nematode-free. Our sandy loam produces the
finest root system. Our high quality is well
known.

Caliper and approximate height Per 1000
2 to 3 mm. 8 to 15 ins. \$12.50
3 to 8 mm. 15 to 24 ins. 22.50
Ask for quantity prices. We cut the tops
back to about 10 ins., for shipping, unless
you state otherwise. Prices are F.O.B. Glen
Head. Packing at cost. For less than 1000,
add 30 per cent. Available after October 15.

BROOKVILLE NURSERIES
Box 53, Northern Blvd., Glen Head, L. I., N. Y.

SEEDS

PEACH PITS
Southern collected, high germination, \$2.90
and \$3.85 per bu. 1961 crop. Sample upon
request. Phone Howard 1-5415.
RIVERDALE NURSERY, RIVERDALE, GA.

Juniper seed, virginiana, Platt type Red
Cedar (Neb.), cleaned and floated, \$3.00 per
lb.; scopulorum (Colo.), \$3.00 per lb.
Forestry Seed Service, Cuba, Kan.

SHRUBS AND TREES

PRICES REDUCED. MUST SELL.
IN PATH OF NEW RESERVOIR
Rooted cuttings, 1-yr. in field beds.
Per 100 Per 1000

Buxus sempervirens,
4 to 6 ins. \$ 8.00 \$ 70.00
Chamaecyparis cyano viridis,
4 ins. 12.00
Chamaecyparis lutescens,
4 to 6 ins. 8.00 70.00
Ilex bullata, 4 to 6 ins. 8.00 70.00
Ilex crenata, 4 to 6 ins. 8.00 70.00
Juniper, Andorra, 4 to 8 ins. 8.00 70.00
Juniperus hibernica, 4 to 6 ins. 12.00
Juniperus hetzi, 4 to 8 ins. 8.00 70.00
Juniper, Pfütze, 4 to 6 ins. 12.00 100.00
Juniperus stricta, 4 to 6 ins. 12.00 100.00
Juniperus communis aurea,
4 to 6 ins. 12.00
Pachysandras 4.00 35.00
Pyracantha lalandi, 4 to 8 ins. 10.00 90.00
Pieris japonica, 4 to 8 ins. 8.00 75.00
Retinispora plumosa aurea,
6 to 8 ins. 8.00 70.00

SHRUBS AND TREES

(Continued in next column)

(Continued from previous column)

Retinispora plumosa, 6 to 8 ins. 8.00 70.00
Retinispora squarrosa veitchi,
5 to 8 ins. 8.00 70.00
Taxus brevifolia, 4 to 6 ins. 8.00 70.00
Taxus browni, 4 to 6 ins. 8.00 70.00
Taxus brevimedia, 4 to 6 ins. 8.00 70.00
Taxus cuspidata, 4 to 6 ins. 8.00 70.00
Taxus cuspidata F&F compacta,
4 to 6 ins. 10.00 90.00
Taxus hatfieldi, 4 to 6 ins. 8.00 70.00
Taxus hicksi, 4 to 6 ins. 8.00 70.00
Taxus intermedia, 4 to 6 ins. 8.00 70.00
Taxus Moon's columnaris,
4 to 6 ins. 8.00 70.00
Taxus repandens, 4 to 6 ins. 10.00 70.00
Thuja globosa, 5 to 8 ins. 8.00 70.00
Thuja nigra, 5 to 8 ins. 8.00 70.00
Thuja Geo. Peabody, 5 to 8 ins. 8.00 70.00

Rooted cuttings, 2-yr. in field beds.
Juniperus hetzi, 8 to 12 ins. 12.00 100.00
Retinispora pisifera aurea,
8 to 12 ins. 12.00 100.00
Retinispora plumosa,
8 to 12 ins. 12.00 100.00
Perlis japonica, 6 to 10 ins. 12.00 100.00
Taxus cuspidata, 6 to 8 ins. 12.00 100.00
Taxus intermedia, 6 to 8 ins. 12.00 100.00
Taxus browni, 6 to 8 ins. 12.00 100.00
Taxus hicksi, 6 to 8 ins. 12.00 100.00
Taxus brevifolia, 6 to 8 ins. 12.00 100.00
Ilex bullata, 6 to 8 ins. 12.00 100.00
Retinispora plumosa aurea,
8 to 12 ins. 12.00 100.00
Thuja George Peabody,
6 to 10 ins. 12.00 100.00
Taxus cuspidata F&F,
6 to 8 ins. 12.00 100.00
Taxus repandens, 6 to 8 ins. 15.00 120.00

1-yr. seedlings.
Black Locust (Robinia pseudo-
acacia), 12 to 18 ins. 6.00 50.00
Taxus capitata, 3 ins. 2.00 15.00
Chinese Chestnut, 12 to 18 ins. 8.00 70.00
Fagus sylvatica, 6 to 10 ins. 10.00 80.00

2-yr. seedlings.
Acer palmatum, 6 to 10 ins. 8.00 70.00
Ilex crenata, 3 to 6 ins. 5.00 40.00
Douglas Fir, 4 to 8 ins. 5.00 40.00
Black Hills Spruce, 3 to 4 ins. 5.00 40.00
Chinese Chestnut, 18 to 30 ins. 10.00 90.00
Pinus densiflora, 5 to 8 ins. 3.00 25.00
Picea pungens glauca,
3 to 5 ins. 3.50 25.00
Picea (White Spruce),
3 to 5 ins. 3.50 25.00
Pinus strobus, 4 to 6 ins. 3.50 25.00
Pinus sylvestris, 4 to 5 ins. 3.50 25.00
Thuja occidentalis, 4 to 6 ins. 3.50 25.00
Thuja orientalis, 4 to 8 ins. 3.50 30.00
Taxus capitata, 4 to 8 ins. 4.00 30.00
Picea excelsa, 3 to 6 ins. 3.50 25.00
Concolor Fir, 3 to 5 ins. 5.00 40.00
Pinus nigra, 6 to 10 ins. 5.00 40.00
Pinyon Pine, 4 to 6 ins. 6.00

3-yr. seedlings
Balsam Fir, 4 to 6 ins. 4.00 30.00
Picea (White Spruce),
4 to 8 ins. 4.00 30.00
Pinus mughus (Tyrolean),
3 to 5 ins. 6.00 50.00
Tsuga diversifolia, 4 to 6 ins. 7.00 60.00
Concolor Fir, 4 to 6 ins. 5.00 40.00
Taxus capitata, 6 to 10 ins. 8.00 75.00
In large quantity, they may be had for
\$50.00 per 1000.

3-yr. seedlings, transplanted.
Azalea mollis, 6 to 8 ins. 10.00
Azalea mucronulata,
8 to 8 ins. 20.00
Taxus capitata, 6 to 8 ins. 10.00 90.00
Tsuga canadensis, 4 to 7 ins. 8.00 70.00
Pinus strobus, 4 to 6 ins. 7.00 60.00
Picea engelmanni, 3 to 6 ins. 6.00 50.00
Picea rubens, 3 to 6 ins. 7.00 60.00
Picea pungens glauca,
4 to 6 ins. 8.00 70.00
Concolor Fir, 5 to 8 ins. 7.00 60.00
Thuja occidentalis, 8 to 12 ins. 6.00 50.00
Thuja orientalis, 8 to 12 ins. 6.00 50.00
Black Hills Spruce, 3 to 4 ins. 7.00 60.00

4-yr., transplanted.
Taxus capitata, 8 to 12 ins. 15.00 125.00
Leucothoe catesbaei,
10 to 14 ins. 35.00
Picea engelmanni, 6 to 8 ins. 8.00 70.00
Picea excelsa, 6 to 12 ins. 12.00 100.00
Picea pungens glauca,
6 to 10 ins. 12.00 100.00
Pinus mughus (Tyrolean),
4 to 6 ins. 15.00
Thuja occidentalis, 8 to 12 ins. 12.00
Tsuga canadensis, 5 to 8 ins. 10.00 90.00
Tsuga canadensis, 8 to 10 ins. 15.00 140.00
Tsuga canadensis, 10 to 12 ins. 20.00 190.00

5 yr., transplanted
Douglas Fir, 12 to 18 ins. 10.00 80.00
Concolor Fir, 6 to 10 ins. 15.00 130.00
Tsuga canadensis, 12 to 15 ins. 30.00 250.00
Picea pungens glauca,
12 to 18 ins. 20.00 140.00
Picea (White Spruce),
12 to 18 ins. 10.00 80.00
Picea excelsa, 12 to 18 ins. 10.00 80.00

VAN DINE NURSERY
Berdan Ave. Wayne, N. J.

Phellodendron Amurense, new, hardy,
rapid-growing, spreading shade tree. Deeply
furrowed bark. Sheds leaves all at once. 6 to
7 ft., \$3.00; you dig, \$2.50.

Harry J. Baker, Crawfordsville, Ind.

SHRUBS AND TREES—Continued

EVERGREEN SEEDLINGS		100	1000
SCOTCH PINE (French or Spanish strain)			
2-yr. seedlings (2-0), 4 to 8 ins....	\$ 25		
3-yr. seedlings (3-0), 8 to 16 ins....	\$ 40		
WHITE PINE			
3-yr. seedlings (3-0), 5 to 10 ins....	8	40	
4-yr. transplants, grafting size....	15	75	
MUGHO PINE			
4-yr. seedlings (4-0), 4 to 8 ins....	10	50	
4-yr. transplants (3-1), 3 to 5 ins....	15	75	
JAPANESE BLACK PINE			
2-yr. seedlings (2-0), 4 to 8 ins....	9	45	
3-yr. seedlings (3-0), 8 to 14 ins....	12	60	
WHITE SPRUCE			
5-yr. transplants, grafting size....	20	100	
NORWAY SPRUCE			
3-yr. seedlings (3-0), 10 to 18 ins....	9	45	
5-yr. transplants, grafting size....	25	125	
COLORADO BLUE SPRUCE			
3-yr. seedlings (3-0), 6 to 12 ins....	9	45	
5-yr. transplants (3-1), 4 to 14 ins....	35	175	
CANADIAN HEMLOCK			
3-yr. seedlings (3-0), 8 to 12 ins....	16	80	
CONCOLOR FIR			
3-yr. seedlings (3-0), 6 to 12 ins....	8	40	
4-yr. seedlings (4-0), 8 to 14 ins....	11	55	
4-yr. transplants (3-1), 4 to 8 ins....	16	80	
5-yr. transplants (3-2), 8 to 12 ins....	25	125	
FRASER FIR			
2-yr. seedlings (2-0), 2 to 4 ins....	8	40	
3-yr. seedlings (3-0), 5 to 10 ins....	12	60	
BALSAM FIR			
3-yr. seedlings (3-0), 4 to 8 ins....	8	40	
4-yr. transplants (3-1), 4 to 8 ins....	15	75	
BARBERIES, GREEN			
2-yr. seedlings (2-0), 6 to 12 ins....	8	40	
2-yr. seedlings (2-0), 12 to 18 ins....	10	50	
WHITE FLOWERING DOGWOOD			
Seedlings, 4 to 8 ins....	7	35	
Seedlings, 12 to 24 ins....	12	60	
MUSSER FORESTS, INC.			
Box 16TC	Indiana, Pa.		

SHRUBS AND TREES
2000 SILVER MAPLE, 1½ to 1½-in. cal.
500 SUGAR MAPLE, 1½ to 1½-in. cal.
NORWAY MAPLE, 2½-in. cal. and up.
SCHWEDLER MAPLE, 2½-in. cal. and up.
AM. SYCAMORE, 1½ to 3-in. cal.
E. MT. ASH, 5 to 6, 6 to 8 ft. and 1½-in. cal.
A. WHITE ASH, 1 to 1½, 1½ to 2-in. cal.
GREEN ASH, 1 to 1½, 1½ to 2-in. cal.
FLOWERING CRAB, 3 to 4 ft to 1½-in. cal.
Other trees in smaller quantities. Flowering shrubs in variety. See our ad under Evergreens, B&B.
NAGLE'S NURSERY
R. 2, Box 267 Deatur, Mich.
Phone Garfield 3-3739

EVERGREENS, WHOLESALE
A wide selection of Evergreen seedlings and transplants, also hardwoods, shade trees, ornamentals, shrubs and flowering trees. Our selected seed with good heredity and scientific culture assures healthy trees with heavy roots for rapid growth.
Musser offers quality trees at a price made possible through large quantity production. No charge for packing and boxing. Ask for complete catalog and wholesale planting lists.
Our ad, which appears on page 16 of this issue, shows a partial list of seedlings and transplants.

MUSSER FORESTS
Box 16-IC Indiana, Pa.

SHADE TREES
These sizes and kinds available in quantity at our Urbana, Ill. nursery.
Amur Cork Tree, 2-in. through 5-in. dia.
American Sycamore, 6½ to 8 ft. through 6-in. dia.
Green Ash, 6 to 8 ft. through 3-in. dia.
Silver Maple, 2½ through 6-in. dia.
Tulip-Tree (Liriodendron), 6 to 8 ft. through 5-in. dia.
Thornless Locust, 1½-in. through 5-in. dia.
We grow principally for our own use. The above trees are surplus and available in quantity.

WANDELL'S
R. 3, Station Rd. Urbana, Ill.

We have in our nursery for fall planting:
Red Oak, 1½ to 5 ins.
English Oak, 1 to 5½ ins.
Pin Oak, 1 to 3½ ins.
Crimson King Maple, 1 to 2½ ins.
Sweet Gum, 1½ to 3 ins.
Carpinus betulus, 6 to 12 ft.
Washington Hawthorne, heavy, 12 to 15 ft.
Little Leaf Linden, 1 to 3 ins.
We also have for early fall or spring planting:
Cut-leaved Birch and upright Birch.
Belle Valley Nursery, 5614 Martin, Erie, Pa.

LITTLE LEAF EUROPEAN LINDEN
FINE QUALITY, GOOD HEADS.
FIBROUS ROOTS
6 to 8 ft., 1 to 1½-in. \$ 4.50 50-250
8 to 10 ft., 1½ to 1½-in. 7.00 5.50
9 to 11 ft., 1½ to 1½-in. 9.00 7.25
10 to 12 ft., 1½ to 2-in. 12.00 10.00
11 to 13 ft., 2 to 2½-in. 15.00 12.00
PRINCETON NURSERIES
Princeton, N. J.

SHADEMASTER LOCUST
(PLANT PAT. NO. 1515)
The finest of all the thornless Honey Locusts. Straight, rapid growth. Transplants easily.

A money-maker for grower or landscaper man.
8 to 10 ft., 1 to 1½-in. \$ 7.00 50-249
9 to 11 ft., 1½ to 1½-in. 9.50 7.50
10 to 12 ft., 1½ to 1½-in. 11.00 9.00
PRINCETON NURSERIES
Princeton, N. J.

LONDON PLANE TREES
Straight, well-headed, well-priced.
For B&B add
1½ to 2 ins. \$ 9.00 8.00 7.00 \$ 4.00
2 to 2½ ins. 14.00 12.00 9.50 5.50
2½ to 3 ins. 16.00 14.00 12.00 8.00
3 to 3½ ins. 18.00 17.00 16.00 10.00
3½ to 4 ins. 20.00 19.00 18.00 15.00
LEMMEN'S NURSERY
Ph. AT 4-0920 East Moriches, L. I., N. Y.
43 years of plant growing experience.

DWARF MAHONIA
Jack Mayhan is authority on mountain-grown Mahonia. This is a new variety selection, hardy as Oak. Very compact, dwarf. Ready now, 100,000 plants. All plants U. S. D. A. inspected. Cash in on my many years' experience.
2-yr., T, \$20.00 per 100, \$150.00 per 1000.
Cash with order. Full return 5-day privilege.
MAYHAN NURSERY, VERADALE, WASH.

RHODODENDRONS
Hybrids in varieties. True Red Jap. Maples, also the new Bloodgood variety. Own-root grown. Liners and finished plants. Our complete list of many items of choice nursery stock is now ready. See our beautifully grown Taxus, Ilex, Azaleas, etc.
GERARD K. KLYN, INC.
Mentor, O.
Wholesale Nurserymen

COLLECTED STOCK
CANADIAN HEMLOCK
SUGAR MAPLES
BIRCH CLUMPS, FERNS
AND WILDFLOWERS
Send for wholesale list.
LAMPREY RIVER NURSERY
Radford H. Palmer
R. F. D. 1 Durham, N. H.

TRANSPLANTED SHADE TREES
Sugar Maples, 2 to 2½-in. cal., B&B...\$10.00
Norway Maples, 2½ to 3-in. cal., B&B... 10.00
Pin Oak, 1½ to 2-in. cal., B&B... 12.00
We have a limited number of these trees which have been transplanted and well-cared for.

BLODGETT NURSERIES
Route 152 Perkaspie, Bucks Co., Pa.
Finest quality shade: Flowering Cherry, Plum, Crab, Shade, Faassen's Black and Norway Maples, White Birch and others. Rose-bushes, non-patented. Reasonable. Write.
Canby Nursery, R. 3, Box 337, Canby, Ore.

Metasequoia, Dawn Redwood.
Please see advertisement on page 67.
Templeton, Phytotektor, Winchester, Tenn.

TAXUS
FALL SPECIAL
QUALITY TAXUS, QUALITY!
Hicksi, sheared
15 to 18 ins. \$3.50
18 to 24 ins. 3.75
24 to 30 ins. 4.00
Cuspidata, densiformis, intermedia (sheared)
15 to 18 ins. 3.75
18 to 24 ins. 4.25
Sebian, intermedia, browni (sheared)
15 to 18 ins. 3.75
18 to 24 ins. 4.25
Have larger sizes available in limited quantity. All stock full sheared quality.

JUNIPER HILL NURSERIES
Highway 6 West Kendallville, Ind.
Phones, 347-3345 and 347-3697

TAXUS HICKSI
Greenhouse propagated.
January 1, 1960, X, \$180.00 per 1000.
January 1, 1959, XX, \$250.00 per 1000.
12 to 18 ins., field liners, 4-yr., XX, \$400.00 per 1000.
ALSO FOR DECEMBER
Cutting wood, stems 10 to 15 ins., in lots of 5000, 2c each. NO SHIPPING.
Stock sold for cash pickup only.
Nursery open from 9 A. M. to 5 P. M.
DUNLAP'S NURSERY
Oakwood Manor Cromwell, Conn.
Phone Diamond 6-4972, 7 to 8 A. M. or after 7 P. M.

TAXUS
Spreading, 18 to 24 ins.
Hicksi, 15 to 18 ins.
10,000 to choose from.
Reduced prices. Must clear leased land.
BRAINE & FOREMAN
U. S. Route 62 Sharon, Pa.
Taxus cuspidata, intermedia and hicksi, 6 to 8 ins., branched transplants, good roots.
15c. Alanwood Nursery, Box 98, Nesheim, P. O., Bucks Co., Pa.

TAXUS CAPITATA
Upright Japanese Yew,
grown from Japanese imported seed.
2-yr. seedlings. Seed sown lightly.
75,000 2-yr. seedlings, 1000 10,000
4 to 6 ins. \$75.00 \$600.00
65,000 2-yr. seedlings, 90.00 750.00
6 to 8 ins.
SHADE'S NURSERY
624 Colonial Club Dr. Harrisburg, Pa.
Phone Harrisburg KI 5-5417
5 miles east of Harrisburg on U. S. Route 22. Turn north at inn. 22. Nursery 1 mile north of U. S. Route 22.

TAXUS CAPITATA
(Upright Japanese Yew)
2-yr. selected sdgs. (seed sown lightly). Plants grown with plenty of room in beds., \$15.00 per 100, \$125.00 per 1000.
4-yr., T, \$45.00 per 100, \$400.00 per 1000.
6-yr., TT, \$90.00 per 100, \$750.00 per 1000.
WHERE QUALITY EXCELS. No charge for packing.
C. HOOGEENDOORN
408 Turner Rd. Newport, R. I.

250,000 TAXUS CUTTINGS
Hicksi, hatfield, Halloran, vermeulen, hilli, cuspidata, densiformis, intermedia, media No. 6, browni and andersoni, \$20.00 per 1000.
ANNA NURSERY, ANNA, ILL.

VINES
HALL'S JAPANESE HONEYSUCKLE
Per 100 Per 1000
Division liners \$ 1.50 \$10.00
2-yr., field-grown, T. 5.00 40.00
VINCA MINOR (hardy Myrtle)
Division liners \$ 1.50 \$10.00
Clumps, 10 to 15 leads 5.00 40.00
Clumps, 15 to 20 leads 6.00 50.00
2½-in. pots 10.00 90.00
LOWELL H. MCGEE NURSERIES
P. O. Box 341 McMinnville, Tenn.
Phone 3351

MISCELLANEOUS
One and one-half acres of nursery stock of all sizes for sale. Plants to be moved from ground. Terms can be arranged. Contact Robert J. Frantz, 28231 Glenwood Rd., Perrysburg, O. Phone TR 4-7516.

SUPPLIES
BURLAP
HOLLAND BURLAP SQUARES
2 grades Super and Plus, sizes 16 to 40 ins.
HALF MOON CO., Box 27-B, Plainfield, N. J.

CANE STAKES
REDUCE YOUR FREIGHT BILLS ON JAPANESE BAMBOO STAKES
We ship freshly imported stock from: New York, Chicago, Detroit, New Orleans, Portland, Ore., San Francisco and Los Angeles.
DYED GREEN PLANT STAKES
Hand selected, dyed a rich forest green. Uniform lead pencil thickness.
Price
Size Per bale per bale
1½ ft. 2000 \$ 6.00
2 ft. 2000 8.00
3 ft. 2000 10.00
4 ft. 2000 12.00
5 ft. 2000 14.00
6 ft. 2000 16.00
SPLIT BAMBOO STAKES
for light staking
(F.O.B. New York only.)
Price
Size Per bale per bale
12-in. 2000 \$ 5.00
15-in. 2000 7.00
18-in. 2000 9.00
24-in. 2000 11.00

IMPORTED NATURAL BAMBOO
Stakes selected especially as plant supports. The best quality available.
Price
Size Diameter Per bale per bale
3 ft. (¾-in.) 1000 \$17.50
4 ft. (¾-in.) 500 19.50
5 ft. (¾-in.) 250 17.50
6 ft. (¾-in.) 200 17.50
7 ft. (¾-in.) 150 17.50
8 ft. (¾-in.) 100 16.00

QUANTITY DISCOUNTS ON TOTAL ORDER
5 bales up, less 5 per cent.
10 bales up, less 10 per cent.
25 bales up, less 15 per cent.
Our generous quantity discounts apply to total orders for all types of stakes.
Sold in bale lots only.
Special prices for direct import of 25 bales or more to all Atlantic, Gulf and Pacific Coast ports.
McHUTCHISON & CO.
695-N Grand Ave. Ridgfield, N. J.

DELIVERED PRICES

EXTRA HEAVY
NATURAL BAMBOO STAKES
DIRECT FROM THE PRODUCER

Now in our 20th yr. supplying millions of stakes to leading growers throughout the United States and Canada.

Specifications represent approximate average diameter at bottom end.

DELIVERED PRICES PER 100 STAKES

Length	% to 1/2 in.	% to 3/4 in.	% to 1 1/4 in.
4 ft.	\$3.90	\$5.00	\$5.50
5 ft.	4.90	5.90	6.80
6 ft.	5.90	7.30	8.50
7 ft.	9.00	10.30	11.60
8 ft.	10.80	12.00	13.90
10 ft.	16.00	17.50	
12 ft.	18.80	19.90	

Above prices include delivery in the continental United States east of the Rockies. Cash orders will be shipped prepaid. Full freight allowed to established accounts. Freight allowance applies to orders for a minimum total of \$20.00. Less quantity, less 15 per cent. F.O.B. here.

A. C. PATTERSON, FRISCO, LA.
Formerly of Centertown, Ky.

BAMBOO CANE STAKES

For greenhouse and nursery purposes. All types and sizes.

Write for prices and quantity discounts. ALCO HENDERSON, INC.

1313 W. Randolph St. Chicago 7, Ill.

OUTDOOR BAMBOO STAKES

All sizes for immediate delivery.

Ask for our Nursery Supply List.

HALF MOON CO., Box 27A, Plainfield, N. J.

CHRISTMAS TREES

CHRISTMAS TREES

Quality Scotch Pine, sheared 7 years. Buy wholesale directly from the grower. Quantity, quality, fair prices, plus years of experience.

ALBAUGH TREE FARMS

R. D. 1 Clarendon, Pa.
Phone Warren, Pa. RA 3-3080

Beautiful Christmas trees, 6000 Scotch Pine, 6 to 8 1/2 ft., sheared 5 years. Good color density. 75 miles south of Columbus, Route 75, Tordon Tree Farm, L. B. Stroth, Mgr., 224 S. Illinois Ave., Wellston, O.

Christmas trees, wholesale, 15,000 top quality, sheared trees, sizes 4 to 9 ft. Scotch and Austrian Pines, Norway, White and Colorado Spruce. Reasonable prices.

Riverview Nursery, Box 47, Lewisburg, Pa.

CONTAINERS

Planters, see our display ad on page 99.

Louisville Coopersage Co., Louisville, Ky.

FERTILIZERS

PETERS SPECIAL

A complete line of soluble and long-life fertilizer formulas specially designed for the commercial grower and manufactured by the Robert B. Peters Co., Inc., the trade's leading commercial soil test laboratory. Drop a card for complete price list and your free brochure, "The Peters System of Soil Fertility Control."

ROBERT B. PETERS CO., INC.
2833 Pennsylvania St. Allentown, Pa.

Turn your Surplus Stock into cash

with a Classified Ad in the American Nurseryman.

FLATS

CYPRESS FLATS

No.	Size I.S.M.	Per 100	Wt.
1.	14x20x2 3/4 ins.	\$25.80	590
2.	14x20x3 3/4 ins.	30.00	680
3.	12x16x2 3/4 ins.	20.00	440
5.	14x16x2 3/4 ins.	22.50	510
7.	15x22 1/2 x 2 3/4 ins.	29.50	670
8.	15x22 1/2 x 3 3/4 ins.	33.80	780
9.	11 1/4 x 22 1/2 x 2 3/4 ins.	23.50	540

Any size to order. Bottoms and sides 1/2 in. thick; ends 3/4 in. All planed one side. 5 per cent discount on orders for 500 or more. Terms: Cash. Up to 3 lines printing, \$1.00 setup charge plus 1c per end piece. Shipped K.D., units of 25. F.O.B. Williams- ton, N. C., truck.

H. C. HILL & SONS
P. O. Box 747 Williamston, N. C.
Phone Swift 2-4127

CYPRESS FLATS, K.D.

Finest stock obtainable. Guaranteed all clear heart. Size 20x15x3 ins. inside measure, \$38.00 per 100.

1x1-in. Cypress stakes, pointed.
50 pcs. to bundle, 4 ft., \$3.50 per bd.
50 pcs. to bundle, 5 ft., \$4.50 per bd.
50 pcs. to bundle, 6 ft., \$5.50 per bd.

Ship same day.

YOH & HOOKER, YOUNGSTOWN, O.

WHITE CEDAR FLATS

Order by No.	Size	Price per 100	Wt. per 100
No. 1.	14x20x2 3/4 in.	\$27.75	320
No. 2.	14x20x3 3/4 in.	32.00	400
No. 3.	12x16x2 3/4 in.	21.00	260
No. 4.	12x16x3 3/4 in.	24.75	275
No. 5.	14x16x2 3/4 in.	23.75	275
No. 6.	14x16x3 3/4 in.	28.00	290
No. 7.	15x22 1/2 x 2 3/4 in.	31.50	380
No. 8.	15x22 1/2 x 3 3/4 in.	35.75	425
No. 9.	11 1/4 x 22 1/2 x 2 3/4 in.	25.75	320
No. 10.	11 1/4 x 22 1/2 x 3 3/4 in.	29.50	400
No. 11.	14x16x5 in.	32.75	450
No. 12.	5x11x5 in.	16.75	160
No. 13.	5x16x5 in.	19.00	215
Plant boxes, 5 1/2 x 11 1/4 x 2 3/4 in.		8.00	60
Plant boxes, 5 1/2 x 11 1/4 x 2 3/4 in.		6.50	45

Skeleton flats to carry TEKPAKS and similar growing containers. (Write us for price list.)

All other sizes quoted on request.

Bottoms and sides are 3/4-in. thick and ends are 1/2-in. thick. Plant boxes are made of thinner lumber. Your name and address printed, up to 3 lines in black ink, on one or both end pieces at the following rates: \$1.00 setup charge, plus 1/4c per end piece. Shipped K.D. in units of 25. F.O.B. Cook. All shipments by truck, unless otherwise specified.

QUANTITY DISCOUNTS

Order totaling \$100.00 to \$200.00, 5 per cent; \$200.00 to \$400.00, 6 per cent; \$400.00 to \$600.00, 7 per cent; \$600.00 to \$800.00, 8 per cent; \$800.00 to \$1000.00, 9 per cent; \$1000.00 and over, 10 per cent.

TERMS: 2 per cent, check with order; 1 per cent 30 days net.

H. C. HILL & SONS, INC.
Phone North 6-3248 Cook, Minn.

9,500 Active Nurserymen

are in need of stock.

List your offerings in the

American Nurseryman Classified Section.

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DAHLIA OR TREE LABELS

	Plain	Painted
3 1/2 x 5 ins., notched, not wired.	\$3.00	\$3.60
3 1/2 x 5 ins., wired (copper).	3.95	4.90

POT LABELS

	Plain	Painted
4x5 ins. (cartons 1000 each).	3.95	4.60
5x5 ins. (cartons 1000 each).	4.30	5.10
6x5 ins. (cartons 1000 each).	4.70	5.80

GARDEN STAKES

	Plain	Painted
8x 3/4 ins. (cartons 500 each).	\$3.50	\$4.30
10x 3/4 ins. (cartons 500 each).	4.20	5.10

Our labels are perfectly white and smooth on both sides and are pronounced by growers the best and most economical.

Catalog on request.

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YOH & HOOKER, YOUNGSTOWN 2, O.

FINEST BLANK OR PRINTED wood labels.

BENJ. CHASE CO., VI. Sta., DERRY, N. H.

Check Your Stock NOW!

If you have a surplus sell it through the American Nurseryman Classified Ads.

PEAT MOSS

NEAT, NEW, ATTRACTIVE, MOISTURE-PROOF BALE. POLYETHYLENE INNER WRAP. Heavy paper outer wrap. 6 cu. ft. compressed German peat. Best of the unfertilized baled peat mosses. Available Dallas or Scottsville. Deliveries in truck lots (250-275 bales). In Austin, San Antonio, Waco, Dallas, Ft. Worth, Tyler, Shreveport and other places for less than Canadian brands. Call for truckload rates.

VERHALEN NURSERY CO.

Scottsville or Dallas, Tex.
Phone WE 5-6641 at Marshall or Chapel 7-7131.

"BRODLEAF" Best Holland PEAT MOSS.

Gardner No. 110 and No. 85. Growers No. 120 Growers Jumbo No. 170. Two Bales Equal 3. HALF MOON CO., Box 27A, Plainfield, N. J.

Surplus Stock

can be easily and quickly turned into

Cash

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NEW . . . Opens Tight Soil!

HORTICULTURAL PERLITE volcanic sponge rock

NEVER PACKS

Pana-Loam Perl-Lome for commercial use for retail sale

THE LASTING SOIL CONDITIONER

aerates, holds water-nutrients, drains soil

TEXAS LIGHTWEIGHT PRODUCTS CO.
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"QWIK-TIES" NEW, IMPROVED
PLASTIC PLANT TIES

Guaranteed fade-proof.

Small, strong, almost invisible. Economical and easy to use. Packed in bundles of 250 ties for convenient use.

Size	Per carton of 10,000	Av. weight per carton
4-in.	\$10.00	5 lbs.
8-in.	18.00	10 lbs.
12-in.	27.00	14 lbs.

McHUTCHISON & CO.
695-N Grand Ave. Ridgefield, N. J.

Start Your Offer Now in the American Nurseryman and Watch Sales Climb.

PLASTIC FILM

NEW LOW PRICES
ON "GER-PAK" BRAND
NATURAL AND BLACK POLY FILM

Size	Sq. ft. Less than 25,000	per roll	Sq. ft. roll price
.001-IN. (1 MIL.) BLACK FOR MULCHING			
3 ft. x 1000 ft.	3000		\$ 9.95
4 ft. x 1000 ft.	4000		13.25
.0015-IN. (1 1/2 MIL.) BLACK FOR MULCHING			
*3 ft. x 500 ft.	1500		\$ 6.00
3 ft. x 1000 ft.	3000		12.10
4 ft. x 1000 ft.	4000		16.15
.002-IN. (2 MIL.) NATURAL CLEAR ONLY			
*4 ft. 2 ins. x 200 ft.	833		\$ 4.50
8 ft. x 4 ins. x 200 ft.	1667		8.98
12 ft. x 200 ft.	2400		12.90
.004-IN. (4 MIL.) NATURAL CLEAR ONLY			
*3 ft. x 100 ft.	300		\$ 3.23
*4 ft. x 100 ft.	400		4.31
6 ft. x 100 ft.	600		6.46
8 ft. x 100 ft.	800		8.61
14 ft. x 100 ft.	1400		15.07
.004-IN. (4 MIL.) NATURAL CLEAR OR BLACK			
10 ft. x 100 ft.	1000		\$10.76
12 ft. x 100 ft.	1200		12.92
16 ft. x 100 ft.	1600		17.22
20 ft. x 100 ft.	2000		21.53
24 ft. x 100 ft.	2400		25.83
28 ft. x 100 ft.	2800		30.14
32 ft. x 100 ft.	3200		34.44
40 ft. x 100 ft.	4000		43.05
.006-IN. (6 MIL.) NATURAL CLEAR ONLY			
*3 ft. x 100 ft.	300		\$ 4.84
6 ft. x 100 ft.	600		9.69
10 ft. x 100 ft.	1000		13.38
14 ft. x 100 ft.	1400		22.61
.006-IN. (6 MIL.) NATURAL CLEAR OR BLACK			
10 ft. x 100 ft.	1000		\$16.15
16 ft. x 100 ft.	1600		25.84
20 ft. x 100 ft.	2000		32.30
24 ft. x 100 ft.	2400		38.76
28 ft. x 100 ft.	2800		45.21
32 ft. x 100 ft.	3200		51.68
40 ft. x 100 ft.	4000		64.60

TERMS: 2 per cent CASH DISCOUNT, check with order. Custom rolls of various sizes may be combined to obtain quantity prices. Prices F.O.B. DAYTON, LESS THAN 25,000 SQ. FT.; OVER 25,000 SQ. FT., FULL FREIGHT PREPAID.

*PACKED 4 ROLLS PER CARTON.

DAYTON NURSERY & GARDEN SALES

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Phone Baldwin 3-8277

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SAVE MONEY AT THESE LOW PRICES

.0015 mil., black, 3 ft. x 1000 ft.	\$12.75
.002 mil., clear, 4 ft. 2 ins. x 200 ft.	4.58
.004 mil., clear, 6 ft. x 100 ft.	6.60
.004 mil., clear, 16 ft. x 100 ft.	17.60
.006 mil., clear, 12 ft. x 100 ft.	19.80

Many other widths available in clear or black.

Save up to one-third. WHY PAY MORE?

Write for complete list of sizes and prices per roll.

SUPER-PLASTICS

1421 W. Chicago Ave. Chicago 22, Ill.
Phone Monroe 6-9263

POLYETHYLENE FILM

NEW LOW PRICES

3 ft. x 100 ft. clear, 4 mil.	\$ 3.20 roll
4 ft. x 100 ft. black, 1 1/2 mil.	16.00 roll
4 ft. x 100 ft. clear, 4 mil.	4.30 roll
6 ft. x 100 ft. clear, 4 mil.	6.40 roll
10 ft. x 100 ft. clear or black, 4 mil.	10.70 roll

Write for lower prices on quantity orders. Complete stock of all sizes to 40 ft. wide in clear and black.

BROADWAY RUBBER CORP.

529 E. Broadway Louisville 2, Ky.

POLYETHYLENE FILM, WHOLESALE

2 mil. (.002)	\$ 5.48 per 1000 sq. ft.
4 mil. (.004)	10.95 per 1000 sq. ft.
6 mil. (.006)	16.43 per 1000 sq. ft.

Write for list of sizes and roll prices.

LAUSTER'S GARDEN SUPPLY

67-71 Water St. Lyons, N. Y.

POLYFILM, Clear, Black, Rolls, Sheets.

Save on small and large lots. Write

HALF MOON CO., Box 27A, Plainfield, N. J.

PLASTIC POTS

NEW LOW PRICES ON WILSON HIGH IMPACT PLASTIC POTS PRICES PER 1000 POTS					
Round pots	Dimensions, ins. Size Dia. Depth			Ctns. 1 to 9	Carton No. Wt.
R-200	2	2	1 1/4	\$ 10.75	1000 13
R-225	2 1/2	2 1/2	2 1/4	11.75	1200 20
R-250	3	2 1/2	2 1/2	12.75	1000 20
R-300	3	3	2 1/2	16.75	1000 36
R-400	4	4	4	31.00	500 32
R-500	5	5	5	63.00	300 38
R-600	6	6	6	105.00	120 28
R-700	7	7	6 1/2	167.00	72 27
Round tubs					
RT-350	3 1/2	3 1/2	2 1/2	\$ 25.25	1000 38
RT-400	4	4	2 1/2	30.00	500 26
RT-500	5	5	3 1/2	60.00	324 34
RT-600	6	6	4 1/2	90.00	120 20
Square pots					
S-225	2 1/2	2 1/2	2 1/2	\$ 11.25	1000 18
S-250	2 1/2	2 1/2	2 1/2	14.75	1000 22
S-300	3	2	2 1/2	18.25	1000 34
S-400	4	3	3 1/2	31.25	500 32
SRP-250	2 1/2	2 1/2	3 1/2	21.00	1000 32
(Rose Pots)					
Gallon can					
No. 10 Planta Can					
		6 1/2	6 1/2	\$120.00	150 43
Bantam Flats (inside dimensions)					
BF-90 (7 1/4 x 5 x 2 1/2 deep)				\$67.00	96 15
BF-123 (8 x 6 1/2 x 2 1/2 deep)				74.00	96 18
Also available in decorator colors. Write for quote on colors. Send fifty cents (50c) for complete set of samples postpaid.					
DAYTON NURSERY & GARDEN SALES					
P. O. Box 763			Dayton 1, O.		
Phone Baldwin 3-8277					

Also available in decorator colors. Write for quote on colors. Send fifty cents (50c) for complete set of samples postpaid.

DAYTON NURSERY & GARDEN SALES

P. O. Box 763 Dayton 1, O.

Phone Baldwin 3-8277

PRINTING

Letterheads, 8 1/2 x 11 ins.; envelopes, 6 1/2 size; 250 of each, \$6.50, postpaid in U.S.A.
H. Grebe, 306 Union St., Royersford, Pa.

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CEDAR TOW
CLEAN, FRESH CUT MATERIAL, FOR PACKING NURSERY STOCK. PROMPT SHIPMENTS, YEAR-ROUND SUPPLY. 75c per bale, 17x20x34 ins. 125 lb. guaranteed shipping weight.
HUNTINGTON SHINGLE CO., INC.
P. O. Box 109 Springfield, Ore.

SPHAGNUM MOSS

WISCONSIN'S FINEST SPHAGNUM MOSS
We invite you to try our new waterproof kraft-wrapped bales. Solid packed, long, clean, heavy-fibered sphagnum moss, unexcelled for use in nurseries or floral shops. Our new wrapped bales, 12x14x43, give you quality, quantity and sales appeal. Eliminate the old mess!

Write for prices on carloads or less.
Finest quality milled sphagnum moss, the ideal material for seed germination. 2 1/2-bu. bags.

1 to 5, \$2.00; 6 to 10, \$1.90; 11 or more, \$1.75 per bag, F.O.B. Warrens, Wis.

Satisfaction guaranteed. Prompt shipping via rail express or truck. Contact us for special prices on quantity shipment via our truck or rail.

Prices subject to change.
WARRENS MOSS CO.
Box 97 Phone Tomah 625 Warrens, Wis.

No. 1 Sphagnum Moss, large burlap bales, also wire bales. Long fibered, clean, firmly packed. Write for prices.
Joseph Jamros, Star Route, Pittsville, Wis.

Fresh, clean sphagnum moss, write, or phone City Point 133 for our low prices on wire-bound bales in truckloads or carlots.
Tony Jaromin, City Point, Wis.

Surplus Stock
can be easily and quickly turned into
Cash
by listing it in the
American Nurseryman Classified Ads.

STAKES

CYPRESS PLANT STAKES

50 pieces to bundle.
1x1-in.—3 ft., pointed.....\$3.00 per bundle
1x1-in.—4 ft., pointed..... 3.50 per bundle
1x1-in.—5 ft., pointed..... 4.50 per bundle
1x1 in.—6 ft., pointed..... 5.50 per bundle
1x1-in.—7 ft., pointed..... 7.00 per bundle
These stakes are made of cypress and redwood; are good, strong stakes and will give long service. "A little better than seems necessary."

WE SHIP SAME DAY!
YOHO & HOOKER
Youngstown, O.

STAKES, GALVANIZED HARD STEEL
GALVANIZED tree-guying WIRE.
HOSE for guy-wire PADDING.
Prices and samples on request.

SCHUPP SUPPLY CO., WILMETTE, ILL.
Plant Stakes, see large ad under Cane Stakes. McHutchison & Co., Ridgefield, N. J.

BOOK REVIEWS

FLORIDA'S CROTONS

While titled "Florida's Beautiful Crotons" and discussing important Florida varieties, as well as others, and their landscape use in south and central Florida, this little book of 143 pages by Dr. B. Frank Brown merits larger circulation as the first popular book on these widely known plants.

Because Dr. Brown was unable to find this information readily, seven years ago, he was spurred to the research and great amount of effort that went into the book's writing. He acknowledges the assistance of Florida collectors, nurserymen, botanists and hybridizers in this country and other lands, which has enabled him to present so thorough a compilation. The book pictures in black and white the leaves of about 50 important varieties, and two pages in full color present 16 of these.

The author dwells at some length on the origin and history of crotons, from their discovery in the Moluccan islands, through their wide use in south Pacific islands and in northern conservatories, to their widespread landscape use in Florida, where many new varieties have been produced.

After treating propagation and culture, he dwells on the pests and diseases, because red mite and thrips are the deadly enemies of the croton. On this account he discourages the use of crotons in the home, except for the enthusiast who will wash the plant's leaves every day, explaining that crotons were maintained in

ONE MILLION
CHRISTMAS TREES

Selected No. 1 Grade
Scotch, Red and White Pine

Sheared Five Years to Assure
Dense Symmetrical Trees

Prices Reasonable

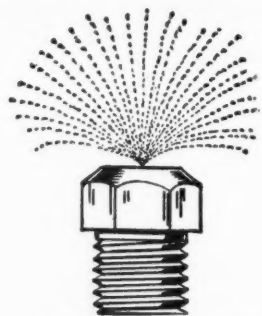
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F.O.B. Indiana Co., Pa.,
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Indiana, Pa.

Phone HOPkins 3-3350;
if no answer call HOPkins 5-6491



Pictured above is the Monarch H-261 fog nozzle. It has 1/4-in. male pipe thread and throws 3.3 gallons per hour at 30 lbs. Better breakup of water particles at low pressure.

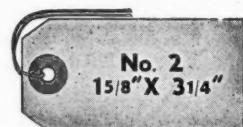
5 nozzles	\$ 5.50
12 nozzles	12.00
100 nozzles	85.00
Tork 24-hour on/off clock ...	11.95
Tork cycling clock, 1-minute or 30-second adjustment ...	20.95
Solenoid valve, 3/8-in., full ported	23.00

Also strainers, larger valves and other types of nozzles. Booklet upon request, showing many uses for fog in nursery operations.

Postage prepaid—check with order, please.

Satisfaction Guaranteed

MIST-O-GATION, INC.
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FOR NURSERYMEN

BLANK IDENTIFICATION TAGS

Heavyweight tag stock.	Per Thousand	
	Manilla	Colored
1,000	\$3.45	\$4.25
2,000	3.20	4.00
3,000	2.90	3.70
5,000	2.65	3.45
10,000	2.30	3.10

Colors: Yellow, Blue, Green, Orange, Red and White. Colors may be combined for quantity price. Minimum 1000 each color.

Wire Tags, add \$2.40 per 1000

Metal Eyeleted Tags, add 50c per 1000

Net 30 Days, F.O.B. Grand Rapids, Mich.

Free delivery for check with order.

Write for price list and samples of nursery tags.

IMPERIAL TAG & PRINTING CO.
312 Straight, S.W., Grand Rapids 4, Mich.

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to order

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POTS!
CLOVERSET FARM, Dept. 091
10550 Wornall Rd., Kansas City 14, Mo.

greenhouses and conservatories by being sprayed with nicotine water every day or so to keep down these highly injurious insects as well as to provide the frequent baths supplied by rainfall in their native place. Their use in landscaping he emphasizes in a separate chapter.

After reviewing the classification by leaf structure, he discusses the earliest varieties, the old versus the new, hybridizing trends, important Florida varieties and, lastly, varieties cultivated in the British West Indies and Central America.

Published under the auspices of the American Codiaeum Society—codiaeum is the true name for croton—the book sells for \$5.95.

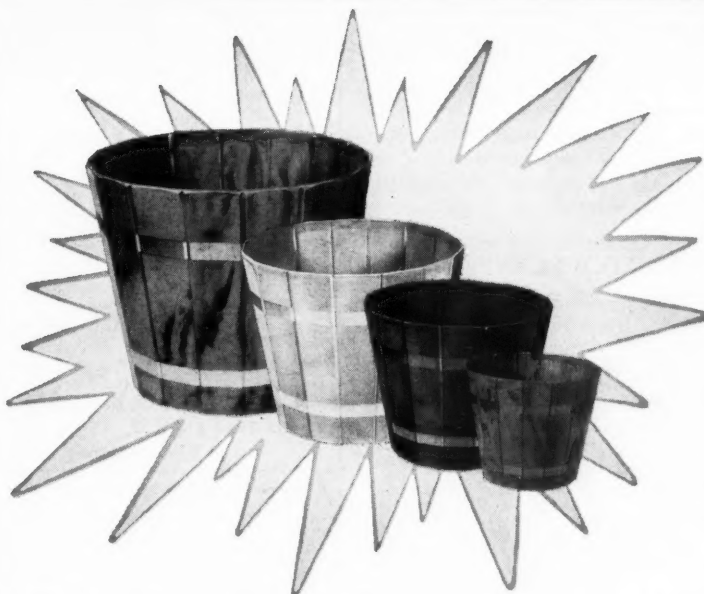
GROWING AND EATING HERBS

The combination of a professional writer and a professional artist, who together own and operate an herb farm in Connecticut, has produced an interesting and attractive book, "A Fresh Herb Platter." The author is Mrs. Dorothy Childs Hogner and the artist is her husband, Nils Hogner, whose line drawings have illustrated many books besides the travel books and juveniles of his wife's writing. Published by Doubleday & Co., at \$3.95, this book of 237 pages is primarily for the housewife, with explanatory chapters as to the selection and planting of herbs, and recipes for their use in many diverse ways occupying rather more than the latter half of the volume.

WESTERN GARDEN BOOK

The 1961 revised edition of the Sunset "Western Garden Book," for gardeners on the west coast and in intermountain areas, brings the contents up to date in 384 pages, about 7x10 inches, with 439 illustrations, offered in washable, spiral-bound cover at \$3.95 and in gift binding at \$4.95.

The editorial staffs of Sunset magazine and Sunset books have combined to present a varied accumulation of information in a manner for quick reference and easy understanding. The first hundred pages have to do with the general topics of climates, phases of garden care and methods of propagating plants. Then the various classes of plants—annuals, perennials, bulbs, vines, ground covers, shrubs, flowering fruits, and trees—are successively covered, with the principal plants in each category given a separate chapter and then what is termed an encyclopedia, or paragraph presenta-



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tion of others. In the same fashion are covered the western specialties—natives, pines, bamboos, palms and succulents. The components of the home fruit garden are given space, and a small section is devoted to indoor gardening, with paragraphs about popular plant materials. Zone calendars and an index conclude the reference volume.

TWO DOVER REPRINTS

Two paperbound reprints of usual book size are offered by Dover Publications this spring. One is "How To Know the Ferns," a 20-year-old popular guide to these native plants, by Frances Theodora Parsons, covering the 57 most important ferns in the United States. Priced at \$1.25, it contains 215 pages and numerous illustrations.

The other is "Insect Life and Insect Natural History," by S. W. Frost, at \$2.25, originally an elementary textbook entitled "General Entomology," of 526 pages well illustrated.

ROCHESTER CHAPBOOKS

In a series of Rochester Chapbooks appears "Excerpts: Letters of Charles Sprague Sargent to Rochester Park Personnel," selected and annotated by Bernard Harkness, a 52-page booklet bound in heavy paper, priced at \$2, and obtainable from Gilboy's House of Books, Rochester, N. Y.

When the founder of the Arnold Arboretum came to know the men concerned in the horticultural development of the parks of Rochester, N. Y., he seems to have enlisted them as his collaborators for their plant explorations and contributions, as these short excerpts from his correspondence indicate.

As later additions to Rochester Chapbooks are announced, in preparation, "John Dunbar: A Memoir," and, in prospect, "Plant Introductions from China of Joseph Hers" and "A Who's Who of the Lemoine Lilac Introductions."

SOUTHERN CONVENTION

[Continued from page 8]

ments in older ones. In fact, one man is employed to be on the lookout around the world for new plants. For every plant in the Monrovia Nursery Co. catalog, 200 to 300 have been tried in the nursery.

Ten divisions form the company, each having a manager. Two supervisors, one dealing with labor and



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Individual experienced in landscape designing, estimating and selling, with some knowledge of nursery office routine, wanted by old-established nursery located in the metropolitan area of the nation's capital and specializing in high-class residential and commercial projects. Thorough knowledge of plant material with practical experience or horticultural training preferred. Must be settled man, to live on premises in 4-room, unfurnished apartment, including all utilities. Attractive salary to start, with opportunity to share in over-all business profits after ability is proven. Give full particulars and references with photo in first letter to Box 869, care of American Nurseryman.

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Propagator experienced in production of coniferous and broad-leaved evergreens by grafts, greenhouse cuttings, outdoor cuttings, mist propagation and budding and grafting of ornamental trees. Large mid-southern wholesale grower. Expect 2,000,000 or more liners per year. House, insurance and good salary to right man. Only permanent employee wanted. Contact Box 866, care of American Nurseryman.

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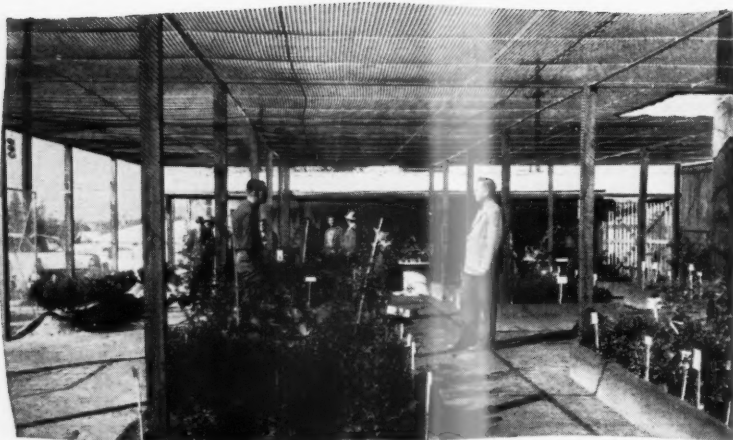
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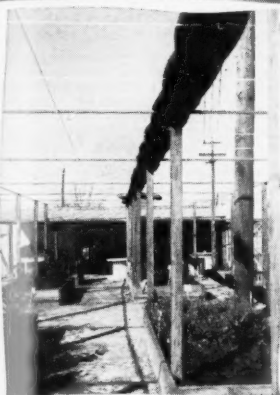
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the other with growing problems, assist the managers. The company prefers to grow limited numbers of certain plants. By growing only 500 of a variety and putting in more when this figure is reduced to 100, better quality control is obtained. At present, he added, 1,400 varieties of plants are grown.

Mr. Comstock believes that retail customers can recognize quality, and the cheapest price is not always the controlling factor in making a sale.

New Plants for the South

Pointing out some new woody plants for the south and southeast was the subject of the next speaker, Dr. Francis de Vos, assistant director, United States National Arboretum, United States Department of Agriculture, Washington, D. C. The arboretum, he said, is acutely aware of gardeners' and nurserymen's insatiable desire for new varieties of woody plants.

At present, he related, there are three principal sources for new plants for gardens—plant introductions from foreign countries, mutations or sports and chance seedlings. Dr. De Vos said we can hopefully look forward to the time when current breeding programs at the National Arboretum, at other institutions and by individuals will begin to provide hybrids to meet specific needs or desires. Progress has been shown in this field. From 10 to 30 years may be required to assemble superior parental breeding stocks, make crosses, thoroughly test progenies, and build up stocks of selected hybrids for dissemination to the commercial trade, he pointed out. Twelve years elapsed from the time B. Y. Morrison made his first azalea crosses until he introduced the first of the Glenn Dale hybrid azaleas, added Dr. De Vos.

Showing slides in color, Dr. De Vos pointed out plants that should be grown more in the south and southeast, many of them being usable farther north. Commented upon were the following: Ilex Nellie R. Stevens, Ilex cornuta Dwarf Burford, Ilex Lydia Morris, Ilex cornuta rotunda, Ilex serrata, Magnolia Freeman, Magnolia soulangiana verbanica, Camellia japonica (seedlings), Camellia oleifera, Euonymus Kiautschovicus Manhattan, Cupressocyparis leylandi, pistacia hybrids and Metasequoia National.

Research Report

Reporting on the research workers' conference held all day Sunday, August 6, was Dr. James Foret, Louisiana State University, Lafayette,

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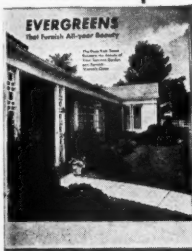
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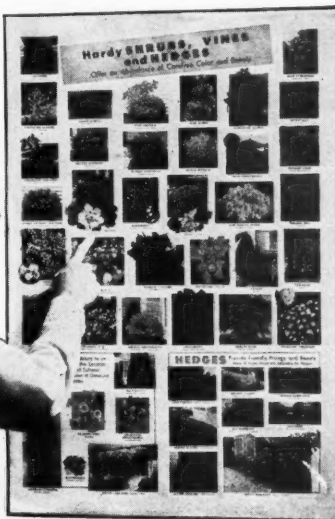
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La., chairman of the group. He announced that 15 research workers from nine states were present and elected Dr. James Kelly, University of Kentucky, Lexington, Ky., president of next year's conference and editor of the research report released by the S. N. A.

Summarizing the varied research work being carried on in the southern states, he related that boxwood decline is being studied in Virginia and North Carolina. Turning to nematode control, he said methyl bromide and dibrome appear to be the best preplant treatments to date. Nemagon and Fumazone appear to be controlling most nematodes when applied as side-dressing on infected field stock.

Commenting on work being done with container-grown plants, Dr. Foret related that peat and perlite mix is being tested in North Carolina; soil, tung hulls and styrofoam in Mississippi, and German peat and sandy clay soil in Alabama. Lime was declared essential as an addition to container-grown plant soil especially when urea-type fertilizers are employed. Omission of lime results in poor growth and increased winter injury.

It has been found in Florida that

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watering container plants in a peat and perlite mixture every third day is adequate.

Turning to plant propagation, he related that in Kentucky better rooting pyracantha and viburnum have been obtained at a high nitrate level. It has been found that the use of regular Clorox at the rate of one pound per gallon of water stimulates the germination of pine seeds. In Florida, the pecan graft percentage of survival can be increased by wrapping the union with polyethylene strips and covering the scion with wax.

Lawns and Weeds

Overseeding of established lawns has been found to cause the suppression of the base sods. In work in Kentucky, one application of dacthal, zytron and calcium arsenate controlled crabgrass in Kentucky bluegrass.

Commenting on work done in weed control in Kentucky, Dr. Foret said two pounds of Simazine per acre and six pounds of Eptam per acre gave good control of weeds in taxus. In North Carolina, five pounds of dalapon per acre, using a spot or directed spray on Bermuda and Johnson grass gave good control. To control weeds in containers, sterilize the media, have proper drainage from the growing area and follow a strict mowing schedule in surrounding areas.

Dr. Foret concluded his report by mentioning other research projects being carried on in other states and called particular attention to the homeowner's preference study made at Nashville by the University of Tennessee.

Landscape Comments

Rounding out the morning talks, Robert Marvin, Wildwood Landscape Designers & Contractors, Walterboro, S. C., gave an address entitled, "Landscape Construction and Designing." He emphasized that the landscape nurserymen and contractors have a great responsibility in this country, as cities are sordid and dirty and the countryside is being ruined by the bulldozer. America, he added, is growing, but is becoming materialistic.

Man, he said, needs an environment in which to grow. The responsibility to provide this rests on the

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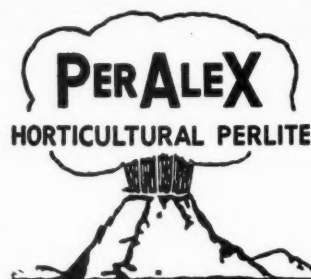
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persons who control the pursestrings, the politicians, and designers. Beauty and utility should not be separated, he believes.

Homeowner in Space Squeeze

The homeowner with a 4-member family, Mr. Marvin said, is caught in a real squeeze of space in developing his yard. Also, he has an economic problem. Yards, believes Mr. Marvin, should be designed to appear as big as grandma's used to. An environment must be created to keep people at home.

A problem exists, he said, of educating America on the need for building in cities an environment in which to raise children. It is necessary to visualize the whole problem, and that is not being done.

Featured speaker at the noon luncheon, August 7, was Howard P. Quadland, director of information and publicity for the American Association of Nurserymen. He emphasized that marketing and sales are most important today. It is necessary for the businessman to put himself in the place of the consumer. Mr. Quadland believes that nurserymen should create enthusiastic customers who will extoll the benefits of nursery stock to their neighbors.

In recent years various marketing surveys have been conducted, he pointed out, and it is up to the nurserymen to use their imagination to form creative ideas based on the results of these surveys. He emphasized the need for the trade to have closer co-operation with extension personnel and universities as well as county agents.

Of much interest to the conventiongoers was a tour of Memphis homes and gardens Monday afternoon, August 7. Causing considerable comment was the first garden visited, a miniature arboretum in itself. All the plants were labeled, night lighting was used and underground irrigation ran through the series of gardens. Large specimen trees and shrubs were seen at the next stop, and several ranch-type homes with effective use of a wide variety of material were inspected.

That evening, perfect weather was provided for a boat ride down the Mississippi river on the "Memphis Queen." Box suppers were served aboard.

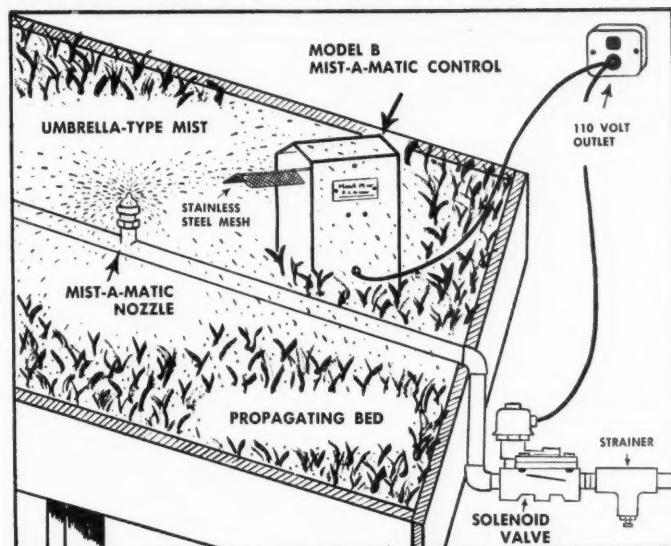
Management Jobs

Stimulating much interest was the opening talk Tuesday morning, August 8, entitled "The Boss' Job in the Garden Center," delivered by Ray Gustin, Jr., Gustin's Gardens,

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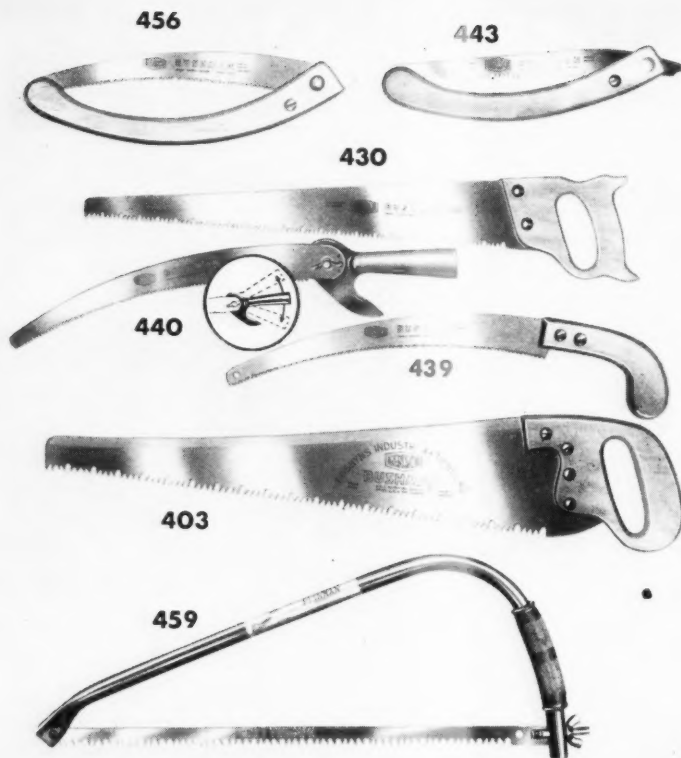


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Inc., Rockville, Md. His talk he said, was directed to members doing an annual gross business of \$200,000 to \$500,000. A good many who do a combined nursery, landscape and garden center business are in that "unfortunate" group. They are unfortunate, he explained, because they are too large to permit the boss to supervise all operations and run the show and too small to permit employment of necessary personnel possessing the specialized business technical skills which the owner may not have.

Mr. Gustin said his nursery garden center business is a service-type business and labor is high in relation to sales. Labor is the boss's biggest problem and headache, and it will be no less of a problem in years to come.

To give good service, make a fair profit and do creative day dreaming, a good staff is necessary, or else the boss will be bogged down with details that subordinates should be doing.

The garden center business, he said, is, at best, seven months of profitable operation. To carry 12 months' overhead, operations have to be varied; so Mr. Gustin said he had divided the activities of his business into six separate and distinct departments: Tree service section, garden center retail and gift shop, hardware and garden supply, landscape division, florists' shop and budget shop. He is exploring the possibility of still another department, interior planters.

Each department head is responsible to the boss, and separate records are kept on each department. All expense and operating costs, as well as sales and profit figures, are maintained by departments. Standard operating procedures are set down in writing for each department. Also, job descriptions are prepared for all employees.

Policy Committee

A policy committee is made up of the managers of each department, the office manager and himself, stated Mr. Gustin. This committee meets regularly each month, and the agenda for each meeting is prepared in advance.

The boss must work with outside professional services in addition to his own staff. These are the auditor, advertising agency, insurance agents and legal adviser. Mr. Gustin believes the boss should specialize in the phase of the business to which he is best suited. In his case, said Mr. Gustin, it is the buying of good plant

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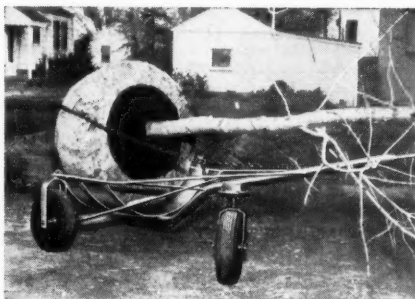
material, which he believes is a most important phase of the business.

Concluding his presentation, Mr. Gustin showed a film in color on his Christmas operations. He explained that the film was used on a half-hour television show. He stated that his company goes all-out at Christmas time and puts December into the profitable-month column. Much flocking work is performed for the company's own operation, as well as for others. The healing-in bins are turned into cut Christmas tree bins. Between 2,000 and 3,000 trees are sold annually, more and more being Scotch pine. He related that the trees are marked up three to five times, depending on the quality.

A good volume of cut greens is sold, as many customers do much of their own interior decoration. Last year over 1,000 wreaths were made up and many centerpieces assembled.

Plant Irradiation

"Some Aspects of the Potential Use of Irradiation with Ornamental Plants" was the topic of the final speaker, Dr. Nathan S. Hall, laboratory director, University of Tennessee, atomic energy commission, agricultural research laboratory, Oak Ridge, Tenn. He explained that by shooting radiation at plants the



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chromosomes and genes are changed and a mutation or sport is developed. If the damage to the plant is not too severe, it can be reproduced vegetatively. The natural rate of mutation occurrence is one in 100,000 to one in 10,000,000. With radiation the rate of mutation can be increased to one in 100 to one in 10,000.

In the years ahead more work will be done on woody ornamentals. The state universities in Florida, Georgia and Tennessee, as well as the Brookhaven national laboratory, all have sources of radiation and are doing some work at the present time.

Individual nurserymen can work through their state experiment station to have plants radiated. It is necessary to have professional advice on how much damage should be done to a plant. The ornamental field is a ripe area of investigation, he believes.

The morning's activities concluded with a short business session. Fred H. Kilner, managing editor of the American Nurseryman, delivered the necrology report, after which Mobile, Ala., was presented as the site of the 1963 S. N. A. convention. Next year's convention is already scheduled for Lexington, Ky. The final action was the election of officers as previously reported.

A. A. N. Luncheon

At a luncheon of members of region II of the American Association of Nurserymen, A. S. Gresham, Jr., newly elected A. A. N. vice-president and director from region II, explained the changes in bylaws made at the recently held national convention in Washington, D. C., and told of some of the services offered by the national association. To obtain an indication of who might serve his unexpired term as director of region II if he is chosen A. A. N. president next July, a vote was taken for three nominees, and Hoskins Shadow received the most votes.

A tour of the Cartwright Nursery Co., at Collierville, was provided that afternoon, and the group saw thousands of conifers and broad-leaved evergreen plants growing on the 2,800-acre nursery.

That evening, after a hospitality hour, the past presidents' banquet was held, at which 14 of the past presidents of the S. N. A. were introduced. The door prizes, trip to Arizona and pickup truck were given away as previously announced, and the presentation of the Slater Wight award was made as earlier reported. Dancing followed for the rest of the evening.

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NEW BULLETINS

WEED CONTROL BULLETIN

Chemical control of weeds in nursery plantings has progressed during the past few years so that it is now cheaper, more convenient and less injurious to nursery stock than usual hand methods, a Connecticut experiment station scientist reports at New Haven. John F. Ahrens, who has been studying weed control with chemicals in Connecticut for the past three years, reviews his results and those obtained elsewhere in a bulletin now available.

Dr. Ahrens covers both the use of herbicides on established plantings and on newly planted nursery stock. He lists the names and gives the properties of 13 herbicides or related groups of herbicides and the weeds they control. He presents also the most reliable information available to him on the tolerance of nursery plants, perennials and bulbs to herbicides.

No single herbicide has yet been developed to control all weeds in all types of nursery plantings, according to Dr. Ahrens, but most nursery plantings, and narrow-leaved evergreens especially, are tolerant of some herbicide, applied in the right way.

As supplies permit, nurserymen may obtain copies by requesting Bulletin 638, Chemical Control of Weeds in Nursery Plantings. Address requests to Publications, Box 1106, New Haven 4, Conn.

DESCRIBES PERLITE USES

Commercial growers can obtain information about the characteristics, advantages and uses of Perl-Lome, horticultural perlite, with recommended growing media, in a newly published 16-page pocket-size booklet, "The New Medium for the Commercial Grower," by writing to Perlite Institute, Inc., 45 West 45th street, New York 36, N. Y.

SULPHUR IN SOILS

Section V of its "Sulphur Manual," which was issued with four sections and an addendum a little over a year ago, has been released by the Texas Gulf Sulphur Co.

Section V, entitled "Sulphur in Plants and Soils," discusses uses of sulphur and its derivatives in soils as plant nutrients and soil condition-



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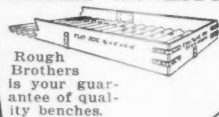
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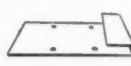
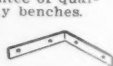
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ers. The material in the 24-page booklet was prepared and edited by Dr. Firman E. Bear, editor of Soil Science and a well-known authority on soils and plants.

Individually bound copies of "Sulphur in Plants and Soils" can be obtained by writing the company, attention of the sales department, 75 East 45th street, New York, N. Y.

A. R. S. SPECIAL REPORTS

Those who read the interesting article by Dr. H. M. Cathey in a recent issue of this magazine and wish to acquire more knowledge on the subject will find interesting and informative the 16-page pamphlet, "Dwarfing Plants with Chemicals," which is described as a promising agricultural technique, just issued as A. R. S. special report 22-65 by the agricultural research service of the United States Department of Agriculture. It tells the exploratory research, present tests and treatments and the possibilities of this procedure.

Another equally informative and interesting A. R. S. special report is "Plant Light-Growth Discoveries from Photoperiodism to Phytochrome," A. R. S. 22-64, which traces research done by the federal agency in this field and the possibilities predicted.

MIDWEST LAWN DISEASES

The symptoms and causes of 10 diseases common to midwest lawns, together with recommended controls, are given in north central regional extension publication No. 12, Lawn Diseases in the Midwest. Written by John L. Weihsing, University of Nebraska, and M. C. Shurtleff, Iowa State University, the 16-page bulletin is published by the University of Minnesota, St. Paul. The text also includes material on nematodes and other causes of poor turf and is supplemented with several color illustrations to give the reader additional aid in identification of the diseases discussed.

CONTROL OF SCALES

Tests of several chemicals for the control of scales and mealy bugs are reported in circular 216 recently issued by the Connecticut agricultural experiment station, New Haven, with John C. Schread as author. Life history and habits are given briefly for magnolia scale, tulip tree scale, holly scale, azalea bark scale, European lecanium on

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blueberry, juniper scale and taxus mealy bug. Comparison of recent tests with earlier ones brings the data on products up to date. Illustrations accompanying 11 pages of text depict typical scale and mealy bug infestations.

Stating in a foreword that scales can be controlled rather easily soon after the eggs hatch, the author gives the best spraying dates in each instance. The tests showed malathion was effective for controlling crawlers of several scale insects and mealy bugs on ornamental plants. Information was also obtained on other insecticides, of which Sevin was mentioned as promising for use by home gardeners. Some of the chemicals tested are still in the experimental stage.

ILLINOIS MEETING [Continued from page 11]

first such course was held in 1946, and the event became so popular that in 1959 it was streamlined from a 10-week course to five weeks, to enable more persons to participate.

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recommended for landscape use. After the course, the student landscape designers are urged to make better use of the arboretum and to continue studying landscape design.

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In defining landscape architecture, Mr. Godshalk said, "It is the practical art which recognizes and incorporates the many factors of outdoor use and settings and attempts through a knowledge of art, engineering and horticulture to integrate them into a harmonious, attractive living area."

Projects Shown on Tour

Nurserymen boarded three chartered buses Wednesday morning and toured International Minerals & Chemicals Corp. and Old Orchard shopping center.

Grounds at International Minerals & Chemical Corp., at Skokie, were designed by Franz Lipp, Chicago landscape architect. The ultra-modern building is situated on a 20-acre tract, with nine acres available for expansion at the south end of the property; approximately 11 acres are landscaped. The cost of the trees, shrubs and soil was \$76,000, according to one of the company spokesmen conducting the tour.

Included in the wide variety of plants were topiary yews, American ash, Douglas fir, honey locust, sycamore, weeping willow, Russian olive, white oak and pin oak.

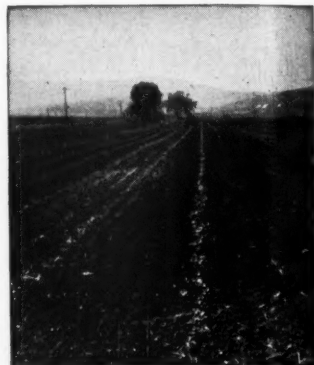
After leaving International Minerals & Chemical Corp., the nurserymen went to the large Old Orchard shopping center. The grounds were well landscaped, and of special interest to the nurserymen was the fact that in an effort to help educate the public, the common and botanical names were shown with all the plants on the mall.

Next the group went to the Charles Fiore Nurseries, Prairie View, for lunch. Several nursery equipment firms displayed their products. Demonstrated were the Schafnacker knapsack fogger, International Harvester Cub Cadet tractor, the Solo Mist blower, the Ariens Rocket tiller, Permalawn products, the John Bean Rotomist, Ford trac-

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tors, the Davis T66 trencher and tiller, Myers sprayers and the Nursery.

Later in the afternoon the buses were boarded again for a tour of the Fiore nurseries.

Equipment Firm Visited

On the final day of the program, the buses were boarded at the Arboretum Center and the group went to the International Harvester equipment experiment test center, Hinsdale.

One of the problems in landscaping the I-H site was the drainage of the land, said Otto Clauss, Clauss Bros., Inc., contractor for the job. Tile was installed 30 inches below-ground, and over half a million yards of soil were moved in preparation.

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Demonstrators in the field showed the nurserymen a new type of hitch recently approved for distribution in I-H outlets. Bearing the trade name Insta-Hitch, the device permits one man quickly to attach an implement to a tractor. A back-hoe was also demonstrated.

At Hinsdale Nurseries, Inc., Hinsdale, the nurserymen were shown through the fields, and special attention was given to a new ash recently developed. The first large crop of 900 trees is 90 per cent seedless. The new variety has not yet been named.

Members of the short course committee headed by Mr. Moorhead, were Harvey Hartline, H. B. Hartline Farm, Makanda; Roy F. Clavey, F. D. Clavey Ravinia Nurseries, Inc., Deerfield; Alfred Fiore, Charles Fiore Nurseries, Inc.; Ralph Synnestvedt, Jr., Ralph Synnestvedt & Assoc., Inc.; Glenview; Eugene Rausch, Hinsdale Nurseries, Inc.; David Spencer, Spencer & Spencer, Springfield; Harry Hopperton, Hopperton Nursery, Naperville; Rod Anderson, Anna Nursery, Anna, and Victor de St. Aubin, Jr., Eugene A. de St. Aubin & Bros., Inc., Addison.

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PLANT PATENTS

PLANT PATENTS

The following plant patents were issued recently, according to Rummeler & Snow, Chicago patent attorneys:

No. 2050. Mushroom plant. To Wayne A. Robbins, St. Charles, Ill., assignor to Campbell Soup Co., Camden, N. J. A new and distinct variety of mushroom plant, characterized particularly as to novelty by its greater productivity, firmer consistency, stronger flavor when cooked and the color of the scales, which vary from a light yellowish pink when grown under moist conditions to a brownish orange when grown under drought or relatively high air movement conditions.

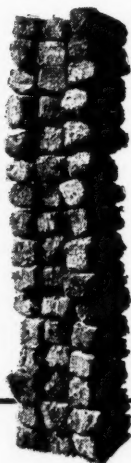
No. 2051. Pecan tree. To Edward Harris, Gunnison, Miss., assignor to Simpson Nursery Co., Monticello, Fla. A new and distinct variety of pecan tree, characterized particularly as to novelty by the unique combination of a heavy bearing habit; the large size and distinctive form of the nuts, which have a long point at one end; very thin nut shells, which make for easy separability of the shell and partitions from the nut kernels; plump, well-filled kernels comparable to those of the variety Schley (unpatented), but not so smooth as the latter, an abundance of oil in the nut kernels, but not so much oil as in those of Schley; an attractive light amber color of the kernels, and good resistance to pecan scab.

No. 2052. Taxus plant. To Richard M. Wyman, Jr., Wellesley Hills, Mass., assignor, by mesne assignments, to Wyman's Framingham Nurseries, Inc., Natick. A new and distinct variety of taxus plant, characterized particularly as to novelty by the unique combination of exceptionally uniform, relatively slow-growing, low-growing, nearly horizontally branching, full-centered and dense habits of growth; a flatish oblong-elliptical silhouette, with a moderately convex top; a habit of producing lower branchlets and twigs which meet the ground over the entire area and provide a solid, broad base; a habit of producing many buds on both old and new wood, which buds break with great uniformity, thereby producing current growth of many overlapping frondlike branchlets instead of single shoots; a somewhat recurring habit of the branchlets, which gives an arching and drooping appearance to much of the new growth; exceptionally good winter hardiness; relative ease of propagation, and the absence of blind wood.

No. 2053. Rose plant. To Letcher A. Dean, Tyler, Tex., assignor, by mesne assignments, to the Conard-Pyle Co., West Grove, Pa. A new and distinct variety of rose plant of the hybrid tea class, characterized particularly as to novelty by being generally similar to its parent variety, Peace (plant patent No. 591), but being distinguished therefrom by a primrose-yellow general color tonality of the flower petals and their picotee-like margins ranging in color from spinel red to rose.

No. 2054. Pear tree. To Frank C. Reimer, Medford, Ore. A new and distinct variety of pear tree, which bears white-fleshed fruit having a yellow ground color substantially overspread with red. It is characterized—in comparison with the

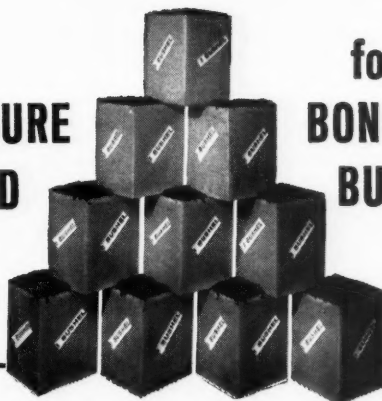
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No. 2055. Rose plant. To Carlos Camprubi, Cornella de Llobregat (Barcelona), Spain, assignor to the Conard-Pyle Co., West Grove, Pa. A new and distinct variety of rose plant of the hybrid tea class, characterized particularly as to novelty by the unique combination of good, well-branched and vigorous habits of growth; excellent bud form; double, well-formed blooms and the absence of any tendency thereof to ball under unfavorable weather conditions; good substance of the flower petals, and a pure white flower coloration.

No. 2056. Rose plant. To Herbert C. Swim, Ontario, Calif., assignor to Armstrong Nurseries, Inc., San Bernardino. A new and distinct variety of rose plant of a class between the hybrid tea and floribunda classes, characterized particularly as to novelty by the unique combination of a vigorous, upright-spreading, well-shaped, sturdily branched plant habit; attractive, medium-size, disease-resistant foliage with the mature foliage being dark green in color and pleasingly contrasting with the reddish color of the new foliage; a floriferousness somewhat greater than that of the variety Charlotte Armstrong (plant patent No. 455); a habit of bearing the flowers on strong stems of from short to medium length with the flowers borne sometimes singly and sometimes in small clusters; a rather short bud form ranging from ovoid to urn-shaped, said buds opening into a well-formed, high-



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centered flower of very double petalage; a flower size ranging from medium to large; better than average petal substance, with attendant long-lasting flower qualities and prolonged retention of the flower form until the petals drop, and a distinctive bright general color tonality of the flowers ranging between currant red and cardinal red, with attendant substantial absence of fading and bluing of the flower color.

No. 2057. Chrysanthemum plant. To Belden C. Saur, Route 1, Morrow, O. A new and distinct variety of chrysanthemum plant of the cushion type, characterized particularly as to novelty by the unique combination of prolific and early-blooming habits, persistence and vigor of blooms, large flower size and double flower form and a distinctive warm apricot general color tonality of the flowers.

No. 2058. Rose plant. To Eugene S. Boerner, Newark, N. Y., assignor to Jackson & Perkins Co., Newark. A new and distinct variety of rose plant of the hybrid tea class, characterized particularly as to novelty by the unique combination of abundant foliage, taller growth than the variety New Yorker (plant patent No. 823), large flower size and a very deep red general color tonality of flowers corresponding to carmine.

No. 2059. Rose plant. To Dennison H. Morey, Jr., Pleasanton, Calif., assignor to Jackson & Perkins Co., Newark, N. Y. A new and distinct variety of rose plant of the floribunda class, characterized particularly as to novelty by the unique combination of the general characteristics of the variety Pinocchio (plant patent No. 484), but having a more compact plant habit, a very free-blooming habit and a unique and distinctive geranium-pink general color tonality of the flowers, with the center of the flower petals overcast with light salmon orange.

THE MOUNTAIN ASHES

[Continued from page 13]

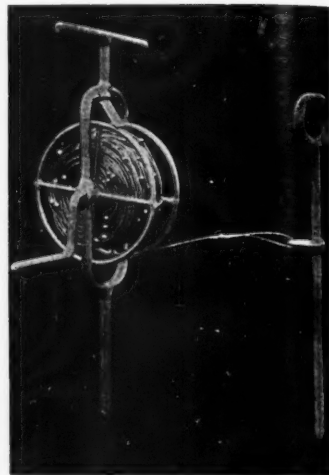
densely white, pubescent, while those of the American mountain ash are glabrous or only slightly pubescent. It is included in this recommended list merely because it is native over a wide area in the eastern United States, but *S. decora* is often considered the better of these two natives.

S. aria aurea: 45, Z 5, Europe, yellow whitebeam—usually considered the best of the yellow-leaved sorbus varieties. The name chrysophylla is synonymous. However, any yellow-leaved plant is often difficult to use properly in landscape planting.

S. aria majestica: 45, Z 5. Europe, majestic whitebeam — The species is popular in England, not so much so in America. The red fruits are as much as five-eighths inch in diameter. The undersurface of the simple leaves (which are as much as seven inches long) is covered with a white pubescence, which adds much to the ornamental character of the tree, but because of this, it should not be used in an area where soot

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and dust create a serious problem. This is considered to be the most conspicuous variety of this species, sometimes incorrectly termed *decaisneana*, which is a synonym. Excellent for growing in alkaline soils, but does well in acid soils also. If the leaves and fruits of the variety are considered too large, then the species might well be substituted for it.

S. aucuparia: 45, Z 2, Europe, European mountain ash—called the rowan tree, this has been a popular ornamental in America since colonial times and is definitely a taller tree than its American relative, *S. americana*. It has even become naturalized in Alaska! With its large clusters of bright red fruits one-fourth inch in diameter and its reddish color, it has been widely planted in America for a century.

S. aucuparia asplenifolia — A graceful tree with doubly serrate leaflets.

S. aucuparia beissneri—A graceful variety with pinnately lobed leaflets; leaf petioles and branchlets bright red.

S. aucuparia edulis—The fruit is larger than that of the species. In Czechoslovakia, where it is native, the fruits are even used in making preserves. Sometimes called the Moravian rowan.

S. aucuparia fastigiata—With narrow, upright habit. Sometimes listed as *erecta*.

S. aucuparia xanthocarpa—With yellow fruits.

S. cashmiriana: 40 (?), Z 4, Himalayas, Cashmere mountain ash—This tree is being grown in England under this name, and the Arnold Arboretum introduced it to America for trial in 1949, although some con-

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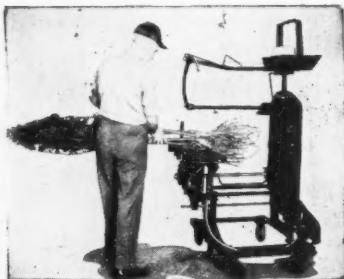
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sider it merely a variety of *S. tianshanica*. However, the Cashmere mountain ash is appearing hardier. The flower buds are blush pink; the flowers open tinged pink, the only one in our beautiful collection with such beautiful flowers, each one of which is three-fourths inch in diameter. The fruits are large, three-eighths inch in diameter, colored white with a pink tinge and are borne on pink or red fruit stalks, making the plants most ornamental. A vigorous tree, well worthy of trial wherever mountain ash trees are grown.

S. cuspidata: 30, Z 7, Himalayas—This species might be tried in the warmer parts of the south, for it is supposed to be "one of the handsomest of the aria group." The fruits are five-eighths inch in diameter, reddish and specked with brown dots. I do not know where it is available in America and have never seen it, but it is recommended by others who have seen it.

S. decora: 30, Z 2, NE No. Am., showy mountain ash—One of the best of the native sorbus species, with larger fruits, one-half inch, than the native *S. americana*. It is a shrubby tree, but the large, bright red berries make it an excellent ornamental for the colder parts of the country.

S. decora Nana:—A compact-growing shrub worthy of further trial, introduced by the Arnold Arboretum to America from George Jackman & Sons, Ltd., Woking, England, in 1957.

S. discolor: 30, Z 5, China, Snowberry mountain ash—The white fruits, three-eighths inch in diameter, have been variously described by reliable botanists as yellow or pink. The fruits on the Arnold Arboretum trees have always been white, and, even though they may vary in color, they make a most colorful display in the fall of the year.

S. folgeri: 24, Z 5, central China, Folger mountain ash—Because it is a tree, but still smaller than most others in this group, this should be noted as a desirable type. The fruits are red, about one-half inch long; the leaves are dark green above and white woolly beneath, making a good color contrast. It may be that red spider and lace fly, which can infest sorbus foliage, do not do much injury to this species, because of this woolly pubescence.

S. hybrida Fastigiata: 36, Z 4, (*aucuparia* x *intermedia*)—Listed merely because of its narrow fastigate habit. The fruit is red, about

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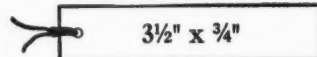
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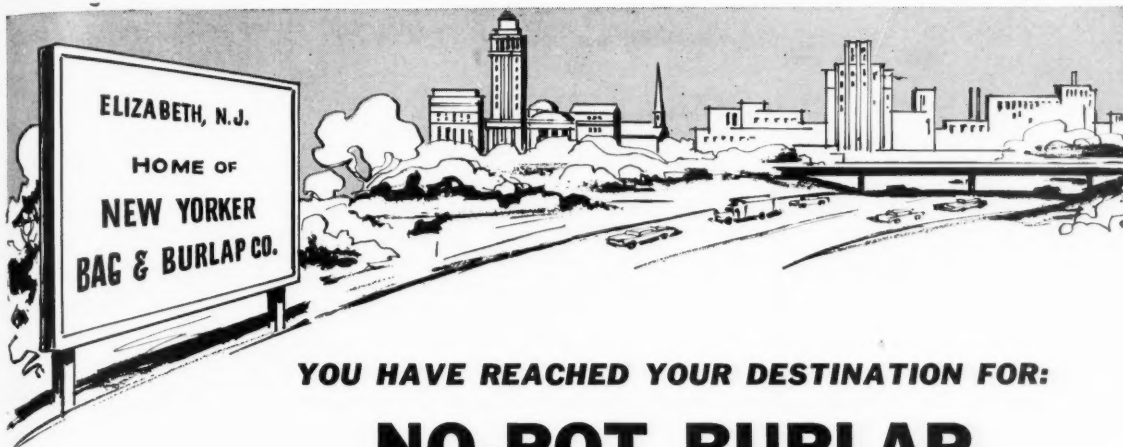
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one-half inch in diameter. The leaves are usually compound, sometimes being only pinnately lobed or cut nearly to the midrib. The species is found wild in central Europe.

S. hybrida Gibbsi—Similar to the species except that the fruit is a beautiful coral red. Gibbsi might be used in place of the variable hybrid species to produce more uniform plants.

S. sargentiana: 30, Z 6, China, Sargent mountain ash — The pinnately compound leaves are eight to 12 inches long. The white flowers are borne on woolly flower stalks, and the rounded, scarlet fruits are about one-fifth inch in diameter. The large leaves and woolly-stalked flower clusters are its chief claims to fame, although the young shoots are also white woolly at first.

S. tianshanica: Shrub to 15 feet, Z 5, Turkestan—This shrub or small

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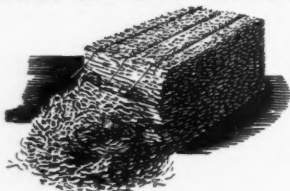
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tree is listed here merely because of its potential use in small gardens. The flowers are nearly three-fourths inch in diameter; with those of *S. alnifolia* and *cashmiriana* about the largest of the sorbus group. Each fruit cluster is three to five inches across. The bright red fruit, one-third inch in diameter, and the dark green lustrous leaves make this small plant useful in certain restricted areas.

S. vilmorini: 18, Z 5, China, Vil-morin mountain ash — Often a shrub, about as wide as high, with bright red fruits, one-fourth inch in diameter, that may turn to nearly white as they mature. Bean states it is "one of the best." The leaves are neatly divided and among the smallest in the mountain ash group, being only three to five and one-half inches long, but they may have up to 31 small leaflets, each one slightly under an inch in length.

Sorbus Not Recommended

amelasorbus—Syn. *Amelasorbus jacki*.
amurensis—Closely related to *aucuparia*.
aria—Popular in England but not much grown in America. The variety *majestica* is better.
aria chrysophylla—Syn. *aria aurea*.
aria decaisneana—Syn. *aria majestica*.
aria edulis—Syn. *aria longifolia*.
aria flabellifolia—Syn. *umbellata*.
aria longifolia—Differs little from the species.
aria lutescens—Leaves yellowish.
aria sulphurea—Syn. *aria lutescens*.
arnoldiana: 45, Z 2, (*domestica* x *aucuparia*) — Pink fruit; not outstanding.
aucuparia dirkeni—Leaves yellow.
aucuparia integrifolia—Only slight variation in leaflets.
aucuparia laciniata—Probably syn. *aucuparia asplenifolia*.
aucuparia moravica—Syn. *aucuparia edulis*.
aucuparia pendula—Pendulous branches, but stiff and not graceful.
aucuparia rossica—Closely resembles *aucuparia edulis*.
aucuparia saturajefolia—Syn. *thuringiaca*.
caloneura—Shrub to 18 feet.
cascadensis—Native from British Columbia to northern California; a shrub to 15 feet.
chamaemespilus—Shrub to nine feet.
chamaemespilus sudetica—Differs little from species.
commixta—Similar to *S. americana*; flower clusters looser.
dirkeni aurea—Syn. *aucuparia dirkeni*.
domestica—Fruits yellowish green to brownish; other species have brighter-colored fruit.
dumosa—Native in Arizona and New Mexico, rarely found in cultivation.
epidendron—Rarely found in cultivation.
esserteauiana—No better than recommended species.
filipes—Shrub to 12 feet; flowers red and fruit red. This might have possibilities as a shrub, but needs further trial. I do not know if it is even growing in the United States.
folgeri pendula—Pendulous branches; stiff and not especially graceful.
foliolosa—Syn. *pluripinnata*.
glomerulata—Another white-fruited spe-

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cies but not superior ornamentally to others recommended.

gracilis—Fruit too small to be outstanding.

harrowiana—Zone 7, for warmer parts of country only.

helenae—Not especially outstanding.

helenae rufidula—Differs little from species.

hosti—Shrub to 12 feet.

hupehensis—No better than S. discolor as an ornamental.

hupehensis aperta—Differs little from species.

hupehensis obtusa—Differs little from species.

hybrida—Since this is a hybrid species, it is best to use the recommended varieties for asexual propagation and uniformity of growth.

hybrida Meinichi—No better ornamentally than other varieties.

intermedia—Similar to S. hybrida.

intermedia arranensis—Differs little from species.

intermedia minima—Slender shrub.

intermedia pinnatifolia—May be identical with var. arranensis.

japonica—Specimen in the Arnold Arboretum has not bloomed well.

japonica calocarpa—More ornamental than the species, because of orange-colored fruits, but our specimens do not bloom at all well.

keissleri—40 feet; native to China; fruits not brightly colored.

kochneana—Shrub to nine feet; fruit white; other plants as good.

lanata—Zone 7 (?); possibly only for use in the warmer parts of the United States.

latifolia—No better than either of its parents (aria x terminalis).

matsumurana—Flowers unusually small.

megalocarpa—Shrub to 20 feet; other recommended species just as good.

meliosmifolia—Fruit merely brownish red, not outstanding.

microphylla—Shrub, too small.

mougeoti—Fruit eight millimeters in diameter, red and edible, but comparatively small.

occidentalis—Shrub to six feet, too small.

oligodonta—Syn. hupehensis.

pallascens—Fruit comparatively small.

planticensis—Probably americana x aria; I doubt that it differs much from either parent.

pluripinnata—Shrub, too small.

pohuashanensis—No better than recommended species.

[Concluded on next page]

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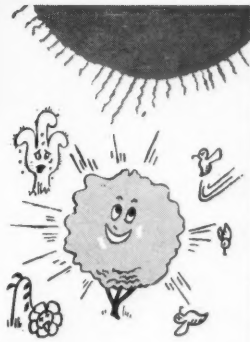
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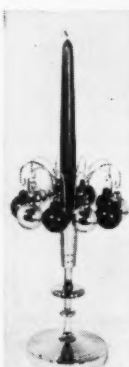
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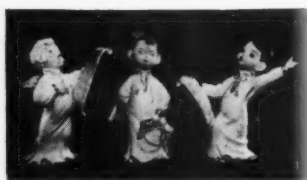
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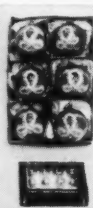
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pratti—White fruit, but grows slowly.
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reflexipetala—Recommended species are just as good.
rehderiana—A good plant in bloom, but recommended species are probably just as good.
rehderiana cupreo-nitens — Differs little from species.
rufo-ferruginea—Sometimes considered a variety of commixta.
rufo-pilosa — Flowers pink; fruit red; might have ornamental possibilities if hardiness limits were known.
sambucifolia—Shrub to seven and one-half feet only.
sargentiana warleyensis — Differs little from species.
scalaris—Shrub to 18 feet; fruit bright red.
scopolina—Shrub to 12 feet; native in western North America up to 10,000 feet; of little ornamental value.
serotina—Closely related to S. commixta.
sichensis—Shrub to four feet.
splendida—A hybrid (S. americana x aucuparia), differing little from the parents. Even though the fruit may be slightly larger, that of S. decora is still better.
thuringiaca—S. hybrida is as good.
terminalis — Fruits brownish, not outstanding.
umbellata—20 feet; recommended types are just as ornamental, if not better.
umbellata cretica — Differs little from species.
wilsoniana — Rare in cultivation, frequently confused with S. hupehensis, which is not recommended.

MASSACHUSETTS OUTING

[Continued from page 10]

the 1960-61 weather problems and put the nursery back into excellent shape.

Among the enjoyable features of the day was a Cape Cod lobster lunch, served in one of the nursery buildings.

Business Session

A brief business meeting followed the lunch. Words of welcome were offered by M. N. A. president, Clifford D. Corliss, Jr., Corliss Bros., Inc., Gloucester, and host Milford Lawrence. Guests of the association introduced by President Corliss were Dr. John Havis, director of the Waltham field station, and Oscar Johnson, Barnstable county extension agent. M. N. A. executive director, Richard S. Guild, presented a short financial report and announced that current sales figures for the M. N. A. fertilizer and seed products are well ahead of last year's and that it appears likely that a 35 per cent increase over 1960 sales will be achieved.

Of the 15 associate member firms represented at the meeting, the following exhibited products: Conrad Lafard, Inc.; Old Fox Agricultural Sales Co.; Ortho Products Co.; Pre-



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mier Peat Moss Corp.; Ra-Pid-Gro Corp., and Whitney Seed Co., Inc. The exhibits of Old Fox and Whitney were devoted to the M. N. A. fertilizer and seed products.

AIR SURVEY FOR DUTCH ELM DISEASE

The Wisconsin state department of agriculture has found aerial survey to be effective in scouting for the Dutch elm disease. Preliminary flights made over areas in which the disease was known to be established convinced Abraham H. Epstein, of the department, that this method would be ideal for detecting diseased trees in new areas on farms and in heavily wooded areas where it is difficult to find such trees by conventional transport and observation methods.

It was found that trees showing symptoms of the disease are conspicuous to an air-borne observer for distances up to one mile from altitudes of 500 to 1,000 feet. Above 1,000 feet, it became increasingly difficult to distinguish between elms and other tree species.

The survey, conducted during the first week of July in the southwestern counties of Green, Lafayette and Grant and along the east bank of the Mississippi river from the Illinois line up to LaCrosse, followed a course which was plotted on county highway maps on a scale of two miles to an inch. Five parallel flights were made over the southern portions of Green, Lafayette and Grant counties. The first flight was made parallel to and one mile north of the Illinois-Wisconsin state line, and the subsequent flight lines were laid out at 2-mile intervals north of this.

Each of the three observers was supplied with a complete set of the aforementioned maps to keep track of the plane's position and to indicate the locations of suspect trees with a fair degree of accuracy. A total of 47 suspects was located in this area, along the Mississippi river and the LaCrosse area. Total flying time was approximately six hours, in which time 800 air miles were covered. The total area surveyed was roughly 1,500 square miles.

The suspect locations were subsequently checked on the ground, and two cases of Dutch elm disease were found in Green and Lafayette counties. The rest of the suspects proved to be affected by other diseases, or, to a large extent, girdled trees which were found in 23 locations, with the majority occurring in farm stockyards, especially hog pastures.

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porter for October 15, 1959, Mr. Epstein stated that the plane used, a Cessna 180, is somewhat fast (135 miles per hour) to be optimum for such work. A subsequent flight in a Piper PA-12 (85 miles per hour) with only one observer, permitted a more thorough scanning of the terrain, but, of course, the distance covered per unit of time was less.

IRRIGATION AT BAILEY'S

An irrigation system begun over 20 years ago and sound soil conservation practices have been potent factors in the steadily increasing production of ornamental stock at the J. V. Bailey Nurseries, St. Paul, Minn., according to an article appearing recently in Land and Water Contracting magazine.

The first pump installed for the system is still in operation, lifting water 75 feet from a nearby lake to the field at the rate of 300 gallons a minute. A 4-inch centrifugal type, it is powered with a 20-horsepower electric motor. As the nursery expanded, several deep wells were drilled as additional water sources and fitted with deep-well turbine pumps, driven by either diesel or electric motors. Water is pumped to any part of the 450-acre nursery through 4-inch aluminum piping fitted with standpipes and sprinkler heads at intervals. This type of equipment is valued for its portability.

To gain the fullest benefit from the irrigation system, the nursery consulted specialists from the local soil conservation district and designed a system of terraces and waterways to cover the entire 450 acres to be irrigated.

Thirty-eight miles of terracing has been constructed since the first terracing job was completed in 1946. Terrace outlets, grassed waterways, drop inlets at the heads of gullies and a diversion dike control the flow of excess water. By no means an inconsiderable part of the over-all project is a 9-year rotation program that keeps the soil in excellent condition to absorb moisture and keep runoff to a minimum.

Started in 1905 by J. V. Bailey, the firm is now managed jointly by Vincent K. and Gordon Bailey with the assistance of the latter's two sons, Rodney and Gordon John Bailey.

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Line strainers:	1/2-in.	\$6.50;	3/4-in.	\$7.00;	1-in.	\$10.00;
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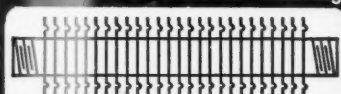
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Personal Service
SINCE 1870

Phones 406 and 407

**The Shenandoah
Nurseries**

SHENANDOAH, IOWA

GUARANTEED

FIRST GROWING SEASON

- Hill's Cuttings are Disease Free
- Hill's Cuttings are Carefully Sterilized
- Hill's Mix is Sterilized with Live Steam



**IN DUNDEE
SINCE 1855**

	Each Rate Of				Each Rate	
	100	500	1000		100	500
JUNIPERUS						
Chinensis Glauca				Fortunei Coloratus	\$0.29	\$0.24
Hetzi	\$0.39	\$0.34	\$0.29	Fortunei Erectus		
Chinensis Pfitzeriana	.39	.34	.29	Sarcocoe	.29	.24
Chinensis Pfitzeriana				Fortunei Vegetus	.29	.24
Aurea	.39	.34	.29	PACHYSANDRA (2 or 3 per band)		
Chinensis Pfitzeriana				Terminalis	.29	.24
Glauca	.39	.34	.29	TAXUS		
Chinensis Pfitzeriana				Cuspidata Densiformis	.39	.34
Kallay	.39	.34	.29	Cuspidata Hiti	.39	.34
Chinensis Pfitzeriana				Cuspidata Intermedia		
Plumosa	.39	.34	.29	Sebian	.39	.34
Communis Depressa				Cuspidata Nana	.39	.34
Aurea	.39	.34	.29	Cuspidata Nana		
Communis Depressa,				Columnaris Hilli	.39	.34
vase-shaped	.39	.34	.29	Cuspidata, Spreading	.39	.34
Horizontalis Hughes				Media Browni	.39	.34
Spreading	.39	.34	.29	Media Hatfieldi	.39	.34
Horizontalis Plumosa	.39	.34	.29	Media Hicksi	.39	.34
Procumbens	.39	.34	.29	Media Tauntoni	.39	.34
Sabina	.39	.34	.29	PINUS		
Sabina Arcadia	.39	.34	.29	Nigra	.32	.27
Sabina Scandia	.39	.34	.29	THUJA		
Sabina Tamariscifolia	.39	.34	.29	Occidentalis Nigra	.32	.27
Sabina Vonehron	.39	.34	.29	Occidentalis Pyramidalis	.32	.27
Virginalis Globosa	.39	.34	.29	Occidentalis Wareana	.32	.27
PICEA						
Abies	.39	.34	.29	Occidentalis Woodwardi	.32	.27
Pungens	.39	.34	.29			
EUONYMUS (2 or 3 per band)						
Fortunei Coloratus	\$0.29	\$0.24				
Fortunei Erectus						
Sarcocoe	.29	.24				
Fortunei Vegetus	.29	.24				
PACHYSANDRA (2 or 3 per band)						
Terminalis	.29	.24				
TAXUS						
Cuspidata Densiformis	.39	.34				
Cuspidata Hiti	.39	.34				
Cuspidata Intermedia						
Sebian	.39	.34				
Cuspidata Nana	.39	.34				
Cuspidata Nana						
Columnaris Hilli	.39	.34				
Cuspidata, Spreading	.39	.34				
Media Browni	.39	.34				
Media Hatfieldi	.39	.34				
Media Hicksi	.39	.34				
Media Tauntoni	.39	.34				
PINUS						
Nigra	.32	.27				
THUJA						
Occidentalis Nigra	.32	.27				
Occidentalis Pyramidalis	.32	.27				
Occidentalis Wareana	.32	.27				
Occidentalis Woodwardi	.32	.27				



**D. HILL
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